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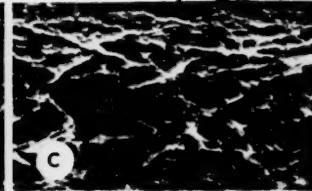
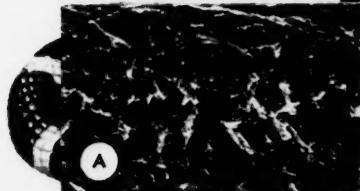
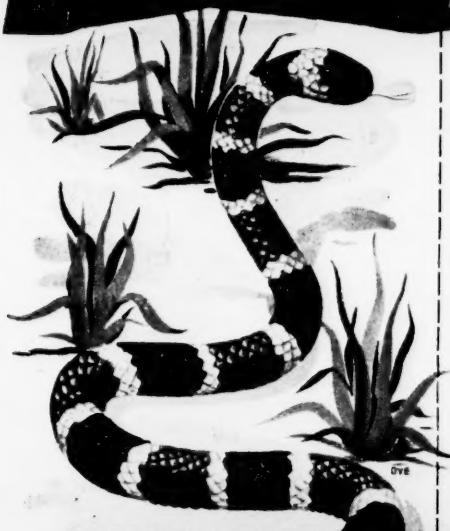
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## CONTENTS

## FEATURES

## STYLE AND PROMOTION NEEDED FOR LEATHER GARMENTS

By Irving R. Glass 17

Garment leather production off 40 percent from prewar. Lower prices plus more aggressive styling and promotional activities required to gain lost ground.

## 1949 OUTLOOK FOR LEATHER GLOVES

18

Sales to match 1948, with slight decline in cost-price structure. Greatest need is promotion. In 1948, only one in eight women bought a pair of leather dress gloves.

## PRECISION LEATHER PACKINGS

By Thomas A. Dickinson 19

New precision techniques on leather packings require accuracy to .005 inches or better. A new firm in the field, using new methods, opens new opportunities in leather packings.

## NEW DEVELOPMENTS—LEATHER GOODS

21

Latest developments include a stitchless billfold . . . sturdy work glove . . . Controlled leather stitching . . . Utility leather mitten.

## NEWS HEADLINES

## 23 MFRS. BID ON 700,000 PRS. NAVY OXFORDS

Bidding high on record order with small lots predominant.

## GLOVE MFRS. OPTIMISTIC DESPITE UNHAPPY 1948

Production and imports at low level but retail inventories are almost nil.

## USMC TRIAL SET FOR APRIL 20

## BRIGHT YEAR AHEAD FOR LEATHER NOVELTIES

Leather Goods Assn. sees rising demand during 1949. Mfrs. promotion conscious.

## INDUSTRIAL LEA. MFRS. FACE CRITICAL 1949

Substitute materials pose problem due to price differences.

## MILITARY SHOE BUYING 4,638,384 PRS. IN 1948

NESLA survey shows N. E. Mfrs. low on military orders.

## AMEND HIDE TRADING RULE

Commodity Exchange to even up open commitments in current month contracts.

## GLOVE MFRS. OPPOSE RECIPROCAL TRADE ACT

Ask Congress maintain glove import tariffs.

## WEEKLY DEPARTMENTS

EDITORIAL	5	FINANCE	32
NEWS	6	DEATHS	33
COMING EVENTS	8	HIDES AND SKINS	31
SPOT NEWS	24	WANT ADS	33
LEATHER MARKETS	26	INDEX TO ADVERTISERS	34

# EDITORIAL

## Just Wild About—Or From—Harry?

**H**ARRY Truman seems determined to go down in posterity as the man who pulled America up by its bootstraps. He has outlined a program of lush promises and intentions which is designed to provide a prosperity guarantee for just about everything short of a special fund for stray alley cats and the feeding of homeless foo-foo birds.

It's all a very fine humanitarian gesture. The fact that the whole program will cost nearly 50 billions a year seems quite inconsequential. Harry already has his scapegoat to pay the freight—American industry. By simply slapping on higher tax levies the problem is quickly and effectively solved. Moreover, taxing the corporations meets with popular approval, as the politically-astute President knows.

The possibility of killing the goose that lays the golden eggs makes no difference. The goose is too fat, anyway. And besides, the goose, it is rumored in political circles, is blessed with some mystical immortality.

Harry has taken a hard, lip-smacking look at 1948's \$22,000,000,000 corporate profits after taxes. That's about as far as the look has gone. Analysis? Breakdown of figures? Why bother? It's a fat 22 billions, isn't it? That's enough. We need more golden eggs. So conk the goose and make him produce two golden eggs where one existed before.

Well, just what is happening to these "fat" profits? About eight billions went to the country's 15,000,000 investors in dividend payments. The rest are "retained" profits.

Before the war, stockholders used to receive about 30 percent of the profits. In 1947 it slumped to 40 percent, and in 1948 is estimated to be around 30 percent. As a result, there has been a corresponding slump in equity or investment cash to finance industry's replacement and expansion costs. Industry has had to do more of its financing with its own cash. And there lies the answer to the necessity for higher undistributed or retained earnings. Had

industry given prewar rates of dividend payments it would have smoothed its own expansion plans, reduced employment and output, created shortages.

Yet the President demands that industry be taxed an additional four billions while at the same time demanding that industry expand its plant. In short, he intends to take away the very cash reserves necessary to create the expansion of plant he insists upon.

Of the new Federal budget of \$42,000,000,000, \$18.5 billions will come from individual income taxes; industry will pay \$12 billions (the proposed tax increase would lift this to \$16 billions). Thus, industry is expected to pay for one third of the Federal budget in direct taxes, and more in indirect taxes.

While government officials howl about the high cost of living, they utter hardly a whisper about the high cost of doing business. The emphasis is on higher incomes to purchase necessities, but there is a mystical hush about the need for higher cash reserves to purchase materials and services required to operate a business. And all fingers point accusingly to industry's "exorbitant" profits—of profits four times higher than pre-war in dollar volume.

Well, it's like saying to a fisherman, "You caught 100 fish in 1939 but 400 fish in 1948, so you're four times better off." But the statement begs another question: "What size were the 1948 fish? The answer is simply that inflation has greatly reduced the size of the 1948 fish—the dollar—so that it takes about three 1948 fishes to equal one 1939 fish.

The unbiased figures show that the percentage of profit on dollar sales is actually below "normal." High dollar profits have been achieved simply by virtue of high sales volume. It is here that the danger lies, for an abrupt decline in sales volume could, at the lower profit rate, imperil cash reserves.

For example, the unexpectedly mild New England winter has hit rubber

footwear producers hard. There have been substantial worker layoffs in these plants. Suppose there had been no cash reserves? These plants would have closed down, gone bankrupt. For the government, no further taxes; for workers, no future jobs or income. But by virtue of cash reserves retained from last year's earnings, most of these companies will survive—and so will the workers' jobs and the government's income from workers and companies alike.

Investors are more and more looking with jaundiced eye upon stock purchases to furnish industry with the necessary capital. In 1947 and 1948, investors' share of corporate profits (net) was only 33 percent—the lowest, except for 1916, in the entire forty years for which records are available. Taxes and low returns have dealt a hard blow to investment incentive.

Today, under the 33-percent corporate tax, a corporation must earn \$3.24 before it can invest one dollar in its plant and invest one dollar in dividends. Under the proposed 50-percent tax, corporations would have to earn \$4 to do the same thing. Thus, by increasing these taxes the President would cut the legs out from under the very sources providing the income for his federal program. He automatically discourages investment capital, discourages outlays for plant replacements and expansions—the very things which create jobs, income and prosperity.

With those "fat" profits of America's 420,000 corporations, the companies must do the following: (1) pay wages 125 percent above prewar; (2) invest \$22 billions on plant and equipment outlays in 1948 as compared with \$7.5 billions in 1940; (3) earn \$2 gross now for every \$1 gross in 1940 to break even; (4) refill inventories at costs three to four times higher than in 1940.

It takes tremendously higher earnings to keep pace with the cost of doing business. More importantly, if employment and prosperity are to be maintained at high levels, the chief responsibility rests wholly on the shoulders of industry—on its sense of security to re-invest in itself with its own funds to assure not only its own future but the future of the population and the government as well.

"I'm Just Wild About Harry," is the theme that put Mr. Truman back into the White House. Let us hope that Mr. Truman's impetuous actions on corporation taxes won't inspire a revised version to "I'm Just Wild From Harry."

# NEWS

## 23 Mfrs. Bid on Navy Oxfords

A total of 23 manufacturers submitted bids on Navy Invitation No. 4092 calling for 10,000 pairs up, on a total of 700,000 pairs of enlisted men's low black leather shoes. Total pairage specified on Lot 1 is 490,000 pairs to be delivered to the Naval Clothing Depot, Brooklyn, N. Y.; on Lot 2, 210,000 pairs for delivery to Naval Supply Center, Oakland, Calif. Delivery is to be made during February, March and April in lots not less than 10,000 pairs per month. Following are bidders, quantities and prices:

Alberts Shoe Co., Middleboro, Mass.: 10,000 at 5.99; or 20,000 at 5.95; or 30,000 at 5.38; or 40,000 at 5.74; or 50,000 at 5.73.

Brown Shoe Co., St. Louis: Lot 1: 40,000 at 5.59 or Lot 2: 40,000 at 5.65 both April del.

E. J. Givren Shoe Co., Rockland, Mass.: Lot 1: 30,000 at 5.60; 30,000 at 5.63; 30,000 at 5.66; or Lot 2: 30,000 at 5.78; 30,000 at 5.81; 30,000 at 5.84.

Stacy-Adams Co., Brockton: Lot 1 only: 30,000 at 5.7475 del. 10,000 in each February, March and April, will accept no less than 30,000 prs.

W. L. Douglas Shoe Co., Brockton: Lot No. 1: 30,000 at 5.61 April del. or earlier if possible.

General Shoe Corp., Nashville: Lot 1: 100,000 at 5.53; 100,000 at 5.53; 100,000 at 5.83; 100,000 at 5.98; 90,000 at 5.98; del. to be 150,000 in Feb., 150,000 in March and 190,000 in April. On Lot 2: bid 5.73 for 100,000 and 5.83 for 110,000; del. 65,000 in Feb., 65,000 in March, and 80,000 in April.

J. M. Connell Shoe Co., So. Braintree, Mass.: Lot 1: 30,000 at 6.17, for del. of 10,000 in each Feb., March and April, or Lot 2: 30,000 at 6.37, same delivery.

J. F. McElwain Co., Nashua, N. H.: Lot 1: 100,000 at 5.47 del. 20,000 in each Feb. and March and 60,000 in April. Bid 2: 50,000 at 5.43 and 50,000 at 5.51, del. 20,000 in each Feb. and March and 60,000 in April. On Lot 2: 100,000 prs. at 5.675, del. 50,000 in March and 50,000 in April.

Curtis Shoe Co., Marlboro, Mass.: Lot 1: 10,000 at 6.07 for Feb. delivery with leather box toe and \$5.985 for pyroxylin box toe; and 10,000 at \$6.17 for March delivery with leather box toe and 6.085 for the same quantity with pyroxylin box toe.

Leonard & Barrows Shoe Co., Middleboro, Mass.: Lot 1: 60,000 at 5.99; 30,-

000 del. in March and 30,000 in April.

Wall Streeter Shoe Co., No. Adams, Mass.: Lot 1: 10,000 at 6.25 for del. in March with fibre box toe; and 20,000 at 6.25 for April del. with fibre box toe.

Holland-Racine Shoes, Inc., Holland, Mich.: Lot 1: 40,000 at 6.10; or Lot 2: 40,000 at 6.18. Delivery on both lots to be 8,000 in Feb., 16,000 in March and 16,000 in April.

Hubbard Shoe Co., Rochester, N. H.: Lot 1: 20,000 at 5.64, del. 10,000 in each March and April.

Howard & Foster, Brockton: Lot 1: 40,000 at 5.73 with elastic box toes; or Lot 2: 40,000 at 5.91.

Belleville Shoe Mfg. Co., Belleville, Ill.: Lot 1: 10,000 at 6.089 for April del.; Lot 2: 20,000 at 6.049 del. 10,000 in Feb. and 10,000 in March.

Bates Shoe Co., Webster, Mass.: Lot 1: 20,000 at 5.985 for del. of 10,000 in each March and April.

John Foote Shoe Co., Brockton: Lot 1: 10,000 at 5.67 for Feb. del. 20,000 at 5.67 del. 10,000 in each Feb. and March; 30,000 at 5.67, del. 10,000 in Feb. and 20,000 in March; 40,000 at 3.67, del. 10,000 in Feb., 20,000 in March and 10,000 in April; 50,000 at 5.67, del. 10,000 in Feb., 20,000 in March and 10,000 in April; 60,000 at 5.67, del. 20,000 in Feb., 20,000 in March and 20,000 in April. On Lot 2 bids were the same as above; the firm is interested in a quantity of 60,000 only.

Thompson Bros. Shoe Co., Brockton: Lot 1: 30,000 at 5.975, del. of 10,000 in each Feb., March and April.

Endicott-Johnson Corp., Endicott, N. Y.: Lot 1: 296,064 at 5.585, del. to be 99,504 in March and 196,560 in April; Lot 2: 230,544 at 5.74, del. to be 33,984 in March and 196,560 in April.

International Shoe Co., St. Louis: Lot

1: 100,000 at 5.355, del. 15,000 in Feb., 42,500 in March and 42,500 in April; and 120,000 at 5.48, del. to be 15,000 in Feb., 52,500 in March, and 52,500 in April. Lot 2: 100,000 at 5.54, del. to be 15,000 in Feb., 42,500 in March, and 42,500 in April; 110,000 at 5.415, del. to be 15,000 in Feb., 47,500 in March and 47,500 in April.

Craddock-Terry Shoe Corp., Lynchburg, Va.: Lot 1: 60,000 at 5.63, del. 10,000 in Feb., 20,000 in March and 30,000 in April; or Lot 2: 60,000 at 5.77, same delivery. Firm bidding for one or other, not both.

A. Freedman & Sons, New Bedford, Mass.: Lot 1: 10,000 at 6.58 for April del. with leather box toe; or Lot 2: 10,000 at 6.74; price decreased 6¢ if pyroxylin box toe is used.

Old Colony Shoe Co., Brockton: Lot 1: 20,000 at 6.33; delivery 7,000 in each March and April and 6,000 in May; based on present prices of materials; shoe prices increased if materials go higher.

## GLOVE MFRS. OPTIMISTIC DESPITE UNHAPPY 1948

Strange as it may seem, most glove manufacturers who believe they have their hands on the retail pulse of activity seem optimistic about 1949, even though conditions during 1948 were not particularly happy for them, says James H. Casey, Jr., executive secretary of the National Association of Leather Glove Manufacturers, Inc.

In a special report to LEATHER AND SHOES, Casey revealed that despite the sharp drop on leather glove production, imports and buying for spring and summer looks promising.

Yet the glove industry as a whole is fortunate in having a considerable amount of government work to carry it through to July, the association secretary asserts. "Competition is very keen and you will see only those successful who have merchandise for the consumer at prices they are willing to pay," says Casey.

## Production Imports Down

Although figures are not yet available on total domestic production of men's and women's gloves during 1948, it was considerably below 1947 totals. In 1947, the U.S. produced 3,654,472 pairs of men's and boys' leather dress gloves, some three million less than the 11,697,024 pairs turned out in 1946. Similarly, output of women's and children's leather dress gloves during 1947 fell to 6,151,000 pairs or approximately five million pairs below the 11,036,280 pairs produced in 1946. Casey reports a 20 percent reduction of 1947 figures for 1948.

Leather dress glove imports for consumption during the past year took even a sharper drop. In 1947, the U.S. imported a total of 628,445 pairs of leather gloves of which

## In This Issue:

## LEATHER GOODS

a new quarterly feature section of LEATHER and SHOES, devoted to the manufacture and merchandising of leather gloves, garments, sporting goods and specialties.

Starting on page 15 in this issue of L&S.

# R U E P I N G ' S

## KANKAKEE REDFLAME AND WHITE



*Kankakee*—a richly colored leather, lending eye-appeal to all

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Turftan, Gypsy Brown, Windsor Brown, and Black.



FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U. S. A.

588,732 pairs were women's and children's gloves and 39,713 were men's and boys'. This was almost 200 percent below the 1946 totals when 1,818,340 pairs of leather dress gloves were imported of which 1,725,109 pairs were women's and children's and 93,231 pairs were men's and boys'.

In 1948, we imported a total of 288,146 pairs of leather dress gloves of which 267,857 pairs were women's and children's and 20,289 were men's and boys'.

Countries that were a factor in the market during the war years have dropped considerably, says Casey, with France about the only one to hold its relative position in the trade. Both Italian and Czechoslovakian gloves are faring very badly with retailers resisting the former because of their poor quality.

#### Ladies' Glove Sales Off

During the past year, sales of ladies' leather dress gloves took a nosedive with retailers experiencing great difficulty in selling ladies' gloves priced over \$5.00 per pair. Manufacturers, however, were unable to counteract this consumer resistance due to a tight raw material market. "Unquestionably the great demand of other countries for raw skins

which formerly came here accounts for the fact that the market is so firm," Casey said. "We see no reason to believe that this market will soften any. If there is any demand at all for leather gloves in 1949, we must go into the market and purchase raw materials; and this will have a tendency to firm prices."

"With prices on raw materials remaining as they are, and with labor the second important factor in the manufacturing of gloves, we are inclined to believe that prices for the year 1949 will remain about as they were a year ago."

Casey added that retailers are resisting current leather glove prices and looking for a \$4.00 seller. Buying commitments are being held to 60 days. However, inventories of men's gloves at the retail level are low and buyers are expected to plan their fall commitments early in Feb. Manufacturers' inventories are substantial but not top-heavy.

Retail demand is heavy for a good \$5.00 pigskin but this is not in the cards. The most that will be offered at this price will be two-piece pigs or pigs of second and third grade. Mochas are scarce but expected to remain in demand, capes are available from \$25 up with a good supply

to retail at \$4 to \$6, and suedes will retail at \$5 to \$6.

"The one big problem manufacturers face today," declares Casey, "is to price merchandise in line with current costs and still be able to sell. There are too few places to effect economies, particularly with raw material costs so high and labor prices firm."

In addition, one of the big factors which has upset the leather glove market during the past two years is the influx of fabric gloves. These are available to consumers at \$1.95 and will continue popular until leather glove prices fall.

#### BRIGHT YEAR AHEAD FOR LEATHER NOVELTIES

Increased production of personal leather goods due to growing sales opportunities should prevail during 1949. Maurice A. Levitan, executive vice president of the Luggage and Leather Goods Manufacturers of America, Inc., told LEATHER AND SHOES this week.

Levitan said that the outlook of the personal leather goods industry for 1949 is bright, now that the public is becoming more leather goods conscious. "Manufacturers have gone in for personal leather goods not only as an item of particular use but also as an item of fashion and an item which should be considered a clothing accessory," he added.

"Those of our manufacturers who are nationally advertised have focused their promotional program along these lines," Levitan said. "It is my thought that the public has definitely 'caught on' and for this reason, I believe that the production of personal leather goods will be increased in accordance with increased demand."

Levitan reported that the military service act may have an appreciable sales effect on leather novelties since these were extremely popular gift items among soldiers during the war. He did not see a change in prices, believing that material, labor and overhead costs would keep prices at their present level.

There will be some unemployment during the year in the leather novelties field and probably little added employment, but the labor turnover will not be great. "While unemployment will set in at certain times of the year, I do not believe that the condition will be serious," he declared.

#### Better Merchandising

The association is preparing to launch a national public relations

## Coming EVENTS

Jan. 29-Feb. 1, 1949—Mid-Season Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Pittsburgh, Pa.

Jan. 31-Feb. 3, 1949—Personal Leather Goods Show, Luggage and Leather Goods Mfrs. of America, Inc., Congress Hotel, Chicago, Ill.

March 6-9, 1949—Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

March 8-9, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria, New York City.

April 3, 1949—Shoe Mfrs. Fall Opening, Eugene A. Richardson Associates, Hotel New Yorker, New York City.

April 27-30, 1949—St. Louis Shoe Show, St. Louis Shoe Mfrs. Assn., Hotel Statler and other hotels, St. Louis, Mo.

May 1-4, 1949—Advance Fall Show-

ing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 16-17, 1949—Spring Meeting, Tanners' Council of America, Inc., The Cavalier, Virginia Beach, Va.

May 21-28, 1949—24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual meeting, Brown Hotel, Louisville, Ky.

May 23-26—Popular Price Show of America, Hotel New Yorker, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J. Spring Lake, N. J.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

# EFFECTIVE SELLING



WITH 10,000 BUYERS



# SHOESCOPE HAS IT!

The first 1949 issue of SHOESCOPE—America's most talked-about shoe fashion and styleguide magazine—will appear in February. Over 100 original and advance shoe designs; four national shoe style survey reports; Stylescope—an accurate, authentic shoe styleguide report. These and other outstanding features will assure the February SHOESCOPE of a wide audience.

Through SHOESCOPE, your advertising reaches—shoe manufacturers; department store shoe divisions; shoe wholesalers; shoe chains and mail order houses.

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and merchandising program designed to make the buying public even more leather goods conscious. "Whereas most consumers are meticulous about their wearing apparel, they seem to have taken a negative approach insofar as their luggage and leather goods possessions are concerned," Levitan said. "Our public relations program will try to point out the necessity of carrying the kind of luggage and leather goods commensurate with a person's position in his community."

Retailers all over the country will be given promotional aids and programs to help in merchandising their stocks of leather novelties.

### INDUSTRIAL LEA. MFRS. FACE CRITICAL 1949

Manufacturers of mechanical leathers are faced with the problem of high raw material costs rather than increased production during 1949. E. R. Rath, executive vice president of the American Leather Belting Assn., New York City, told LEATHER AND SHOES this week.

Rath reported that the present high cost of hides, directly reflected in the high cost of rough and curried

leather and the mechanical leather products fabricated from them, is causing industry in general to consider substitute materials. "While the superiority of the leather product is conceded, there is a price level beyond which industry refuses to go especially if cheaper substitute materials are available," he declared.

#### Promotion Needed

Industrial leather manufacturers, however, have been negligent in the promotion and merchandising of their products. On the other hand, manufacturers of substitute materials have taken full advantage of this opening and promoted their products to the hilt. "For that reason," reports Rath, "even though a marked reduction be made in the prices of raw materials, sales of industrial leathers would not materially increase overnight."

"Unfortunately, too many manufacturers of industrial leathers have developed the habit of talking and selling their product on price rather than on performance. If their prices therefore become out of line, they feel somewhat defeated."

"The mechanical leather industry should try to forget the price angle and devote its attention to promot-

ing the superiority of its products," Rath concluded.

#### Amend Hide Trading Rule

The trading rule on current month hide contracts on the N. Y. Commodity Exchange, Inc., has been revised to permit more liquidity for the evening up of open commitments in current month contracts. The new rule goes into effect immediately.

Trading in hide contracts for delivery in the current month will cease at 3 p.m. on the 10th day of the month. If the 10th day falls on a Saturday or holiday, trading will cease at 3 p.m. on the preceding day.

The new ruling means that any current month contracts remaining open after the 10th day during the spot month shall be settled by delivery of the actual commodity on or before the last delivery day of the said month. Under the old ruling, dealings in the spot month were allowed until noon of the last business day of the current month.

#### Glove Mfrs. Oppose Reciprocal Trade Act

Leather glove manufacturers are planning to oppose President Truman's proposed reciprocal trade agreements act. Instead, they will ask Congress that glove import tariffs be maintained to protect U. S. glove manufacturers from an influx of low-cost European-made gloves. James H. Casey, executive secretary, National Assn. of Leather Glove Manufacturers, reported this week.

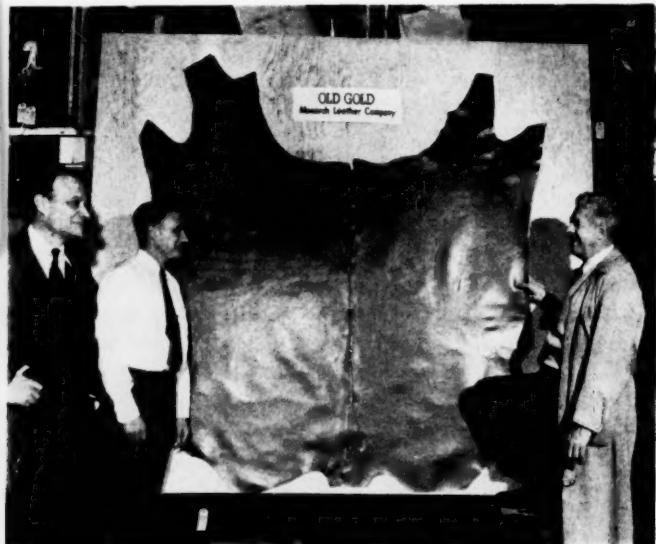
American glove manufacturers feel they cannot compete on a fair basis with gloves made in European cities where wage rates are considerably below those of the U. S.

The association has asked Rep. Robert L. Doughton of North Carolina (D), chairman of the House Ways and Means Committee, and Sen. Walter George of Georgia (D), chairman of the Senate Finance Committee, that it be permitted to present the glove manufacturers' case at Congressional hearings.

President Truman has asked that present trade agreements be extended for three years, but with substantial tariff reductions.

#### Military Bids & Awards

The New York Quartermaster Purchasing Office has announced award of QM-30-230-49-637 (C&F Japan) covering Canadian Packer calfskins to John C. Andresen & Co., New York City. The award was made on the basis of 2400 skins, 4/5 lb. average.



Left to right, Edwin N. Eisendrath, president; William N. Eisendrath, Jr., vice president; and William B. Eisendrath, vice president, owners of Monarch Leather Co., Chicago, look over the finished hide of "Old Gold", \$12,500 prize-winning steer. "Old Gold" was purchased by Glenn McCarthy, Texas millionaire, at the recent International Livestock Exposition in Chicago to be served in the forms of steaks and roasts at the opening of the new \$25 million Shamrock Hotel in Houston, Texas. McCarthy also commissioned the Acme Boot Co., Clarksville, Tenn., to use "Old Gold's" hide for the finest pair of cowboy boots tanning and hand crafting could produce. Acme, in turn, entrusted the tanning job to Monarch. The finished product will be presented to McCarthy at the same time "Old Gold's" steaks and roasts are served up.

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at \$5.00 per skin; 6000 skins, 5/7 lb. average, at \$5.50 per skin; and 2350 skins, 7/9 lb. average, at \$6.10 per skin. Procurement is for occupied areas in Japan.

The Army has issued invitations to bid on QM-30-280-49-784 calling for remodeling of 69,204 prs. of Munson Lasts to the Munson Goodyear welt hinge shoe lasts. Bids were opened Jan. 25 and delivery is scheduled for 20,204 prs. during March, 24,000 prs. in April, and 25,000 prs. in May.

Another bid invitation covers QM-30-280-49-799 calling for 29,239 prs. of tan low quarter shoes. Bids were to be opened Jan. 29 with delivery of 9,240 prs. in May, 9,996 prs. in June, and the remaining 10,003 prs. in July.

The Navy Purchasing Office has announced award on Invitation No. 3349 calling for 5000 black, over-the-shoulder kit bags to Dofan Handbag Co., Inc., of New York City. Award was made on the basis of \$11 each (3%—10 days).

### Creese & Cook Reorganized

Creese & Cook Co., Danvers, Mass., upper leather tanners, have announced reorganization of the company and the election of new officers. Members of the Hebb Leather Co., Boston, have bought into the firm and are actively participating in its reorganization.

Newly-elected president is Selden E. McKown, succeeding Wallace Cook who has retired. William H. Creese is vice president; Walter T. Creese is treasurer; George S. Hebb, Jr., is asst. treasurer. Guy T. Creese is clerk; and Mr. McKown, George S. Hebb, Guy T. Creese, George S. Hebb, Jr., and Gordon B. Hebb are directors.

The company intends to increase its output of lining and specialty leathers during the coming year. Extensive alterations and improvements are being made at the plant and new machinery is being installed.

### Select Fall Colors

Ten colors for women's shoes and 13 colors for men's shoes have been designated for Fall and Winter 1949 by the Joint Color Committees of the Tanners' Council, the National Shoe Manufacturers Assn., and the National Shoe Retailers Assn.

Women's shoe shades are divided into two promotional groups of Town Colors and Casual Colors. The former features a new dark brown, a Burnt Mocha type brown, a green in

### USMC Trial Set

Federal Judge Charles E. Wyzanski announced this week that the twice-deferred trial of United Shoe Machinery Corp., Boston, on charges of anti-trust violations has been set for April 20. The U. S. Dept. of Justice has filed a complaint against the corporation alleging violation of the Sherman Anti-Trust Act.

the range of Continental Green, a new brownish taupe, and Admiral Blue, Cherry Red and Slate Gray. Listed in the casual group are medium bright green, coppery rust, a new Palmiste type, Cherry Red and Slate Gray.

Men's shoe colors are listed under Smooth Leathers, Grained Leathers, Brushed Leathers and Promotional Colors. In the first group are a brown of the Manhattan Brown type, a natural shade in the range of Desert Sand, and the repeated colors, British Tan, Tawny Tan, Cherrytone, American Burgundy and Golden Harvest. Grained Leathers feature a Manhattan Brown type and Golden Harvest.

For Brushed Leathers which will receive wide promotion as the new terminology for sueded or reversed leathers, a new medium gray, Bermuda Brown and Midnight Blue were chosen. Three shades classified for Promotional Colors were a new ultra dark blue, a brown on the order of Cabana Brown, and a new dark green.

### Kewar Plant Closes

Kewar Co., Inc., New York manufacturer of leather and fabric novelties, has announced a shutdown of its Gloversville, N. Y., plant. Margy Shaw, local plant manager, said that operations would be consolidated at another plant in Long Island City.

The plant, manufacturing small handbags, pullman slippers and other leather and fabric articles since 1945, employed 40-60 workers. Lack of orders had forced employee layoffs several weeks ago and local operations were concluded last week. All merchandise is being shipped and the premises vacated.

### Papers Requested By ALCA for Conclave

Requests for program time for the reading of papers at the 1949 annual convention of the American Leather Chemists Assn., should be made now, the organization has announced. The conclave is scheduled for June 22 to 24, at the Hotel Monmouth, Spring Lake, N. J.

Both theoretical and practical papers are being solicited for reading at the meeting and it will be the general custom of the committee to allot 30 minutes for their presentation and discussion.

Abstracts of the papers will be required by April 1, and are to be sent to Dr. E. S. Flinn, Mead Corporation, Lynchburg, Va.

### Cross Closes Glove Plant

Mark Cross Co., New York City, has announced the closing on Feb. 1 of its glove factory in Gloversville, N. Y., as part of a plan to consolidate manufacturing operations. The plant which has employed a capacity of 75 workers has been operating for the past six years. Mark Cross Co. has been manufacturing gloves for 20 years and makes other leather products in New Jersey and England.

### Military Shoe Procurement 4,638,384 Pairs In 1948

All Army service shoe awards in 1948, totaling 1,233,804 pairs, were made to non-New England companies. The New England Shoe and Leather Assn., Boston, revealed this week after a survey of 1948 military shoe procurements. Of the total Garrison shoe contracts amounting to 1,353,337 pairs, only 260,500 pairs were awarded New England manufacturers.

Navy calf oxford procurement at 1,487,611 pairs was divided more equally, reports NESLA, with New England shoe manufacturers receiving orders for 650,004 pairs. Similarly, the Navy high black shoe contracts totaled 72,307 pairs for New England and 39,168 pairs to outside producers, for a total of 111,475 pairs.

Virtually the entire Marine procurement last year of 250,000 pairs went outside the New England area, the association reports. Total military shoe awards are listed below:

1948 Contracts	N. E. Companies	All Others	Total Awards
Army	299,500	2,442,141	2,741,641
Navy	746,621	896,914	1,643,535
Marine	3,200	250,003	253,208
Total-Prs.	1,049,321	3,589,063	4,638,384

### Keith Shoe Elects

Harold C. Keith was re-elected president of Keith Shoe Co., Brockton, Mass., at a recent election of officers held by the firm. Stanley W. Parmenter and George H. Leach were named to continue as treasurer and clerk respectively.

Vice presidents named were H. Willis Nye, succeeding Fred L. Hasey who died recently, and Jean R. Keith. No successor to Hasey on the board

was named. Nye, formerly assistant treasurer, was succeeded in this position by Clarence A. Orton who will be assisted by C. Emil Carlson.

### New Johnstown Firm

Challenger Gloves, Inc., a new firm, has been organized in Johnstown, N. Y., to manufacture men's, women's and children's leather and fabric gloves. Founders are Leland N. Hewett of Gloversville, Leroy E. Hallenbeck of Johnstown and Herman Sidel of New York City.

Hewett, Hallenbeck and Sidel have been employed since 1935 with H. & P. Glove Co., Johnstown. Operations of the new concern will begin shortly.

### Foreign Buying Keeps Calfskin Prices High

Despite the pressure for lower finished leather prices here, foreign buying of skins in the U. S. has kept calfskin prices at a high level. Carl F. Danner, president of American Hide & Leather Co., Boston, stated this week.

One of the largest calfskin manufacturers in the world, American Hide & Leather finds the situation complicated by this foreign buying. Danner said, "Normally, this country is an importer of calfskins," he stated. "However, foreign calfskin producers now prefer to sell their skins outside the U. S. because they must transfer any American dollars received to their own governments."

Danner said that without the pressure of foreign buying, skins now selling for 65 cents might sell at 55 or even 50 cents. For example, a drop to 60 cents early in Jan. was counteracted by a 65-cent price paid this week by foreign buyers.

A 50-cent price on packer skins would enable his firm to make many more sales, Danner added. If present high prices prevail, buyers are likely to turn to other cheaper leathers for shoe uppers.

Danner reported that the company will show satisfactory earnings for the six months ended Dec. 31, 1948, considering conditions prevailing during that period. Earnings, however, fell short of equaling a net of 78 cents a share reported during the same period a year ago.

### Schaefer New Brown G. M.

L. J. Schaefer of the Brown Shoe Co., St. Louis, has been appointed general manager of the company's Naturalizer Division, succeeding A. C. Fleener, recently named vice president in charge of sales. Schaefer,

who joined the firm in 1937, has been employed in a sales and executive capacity, assisting Fleener with the Naturalizer Division. He will assume his new position on Feb. 1.

### Goldbaum Re-elected By Wood Heel Mfrs. Assn.

Robert H. Goldbaum, Russell Heel Co., Lawrence, Mass., was re-elected president of the Wood Heel Manufacturers Assn., Inc., at its annual meeting in Haverhill, Mass. William Ornsteen, William Ornsteen Heel Co., was appointed vice president.

Also re-elected were Russell L. Gorevitz, New England Wood Heel

Co., secretary, and Edward F. Curtin, Victory Wood Heel Co., treasurer. An executive committee, voted some months ago in accordance with a constitutional change, was named to include Harold E. Doherty, Eagle Wood Heel Co.; Earl Ashworth, Universal Heel Co.; and Frank Kunefsky, Century Wood Heel Co. Officers of the association were also named to the committee.

• Letters patent have been issued by the Secretary of State Dept., Ottawa, to Independent Tanners Ltd., with head office in Montreal.

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# STYLE and PROMOTION NEEDED FOR LEATHER GARMENTS

*Garment leather production off 40 percent from prewar. Lower prices plus more aggressive styling and promotional activities required to gain lost ground.*

In appraising the outlook for leather garments and the demand for garment leather in 1949, there are several encouraging signs to be noted. This branch of the leather industry has witnessed reduced consumption in the past two years, but signs of a revival in demand are now evident. Among the principal factors behind curtailed leather garment business in 1947 and 1948 are—

(1) Sharp increases in raw material costs which brought the retail price of most leather garments to a basis substantially higher than the competitive fabric products.

(2) Failure of garment manufacturers to exploit style and promotional possibilities except to a limited degree in the high-style suede field.

(3) Marketing of military surpluses provided a large number of utility garments such as normally are produced by the industry.

## Style Promotion Neglected

With rare exceptions the leather garment industry in the past has emphasized utility rather than style. Most grain leather garments produced for men and boys as well as for women have represented practical clothing in which the chief appeal was durability, warmth and protection. The garment manufacturers as an industry have done very little to enhance the style and prestige appeal of leather garments or to establish in the consumer's mind the inherent value of their products despite the price increases necessitated by advancing raw material and manufacturing costs. A demonstration of the possibilities in exploiting style has been offered by demand created for suede in women's coats and jackets, and even suits and dresses. Similar promotional efforts applied to other types of garment leather would unquestionably uncover a substantial consumer demand.

By IRVING R. GLASS

Tanners Council of America

## Production Off 40%

The extent of the reduced volume suffered by tanners of garment leather in what has been known as the staple field may be gauged from the Tanners' Council production statistics. In 1947 and in 1948, the output of sheep and lamb garment grain leather was almost 40% below the prewar rate of production. This decline in the principal type of garment leather was more acute than the drop in demand for horse and cowhide leathers, but volume in the latter was also sharply lower. Prior to the war grain garment sheepskin production had exceeded seven million skins annually, and the consumption of sheepskins for suede garments reached six million skins. These were impressive totals making garment leather a very substantial segment of the sheepskin industry. The drastic reductions in demand during the past two years have brought this branch of the business to a level where recovery is both possible and probable.

## Optimism, However

There are several reasons for present optimism in viewing the outlook for leather garment volume. To begin with, the garment industry has found that the possibilities neglected during the past two years now represent profit potential. Other types of sport and utility clothing have neither satisfied consumer demand nor made possible the successful merchandising which the garment industry required. Manufacturers have found that the market for various leather garments should not be minimized, that on the con-

trary, consumers were anxious to secure the greater inherent value of leather. As a result seasonal lines now being developed will feature leather to a greater extent than in the past year. This development has been substantially aided by recognition of promotional and style possibilities heretofore neglected. Color has been introduced into grain garments, for example, moving away from the staple tans and browns into more vivid and promotional hues.

To a large extent the success of tanners and manufacturers in restoring demand and increasing volume will be influenced by cost developments. Lower sheep and lamb-skin prices in the past two months have been quickly translated by tanners into better value for leather. The tanning industry has not hesitated to give its customers every advantage accruing from reduced raw material costs. Consequently prices and values in garment leather today compare more than favorably with any other products and make it possible for manufacturers to intensify their promotional efforts.

## Output Figures

Since the abandonment of the monthly and quarterly figures issued by the Government on the number of leather garments cut, it has been difficult to keep track of the proportion of this business. While the Government figures were not very accurate, they did provide some measure of the aggregate volume.

Based on Bureau of the Census statistics we estimate that in 1946 there were a total of 305,000 dozen leather coats and jackets cut. The comparable figure for 1947 would be in the neighborhood of 160,000, an extremely sharp decline. From the first eleven months of 1948 there is no reason to believe that any sig-

(Continued on page 22)

# 1949 OUTLOOK FOR LEATHER GLOVES

**N**EITHER the United States nor any of its possessions provide a single skin suitable for fine gloves with the doubtful exception of the wild deer. The whole world must be scoured for skins to supply the glove leather industry, and world conditions determine the price. What England will pay for South African capes or Central American pigskins; what France will pay for South American cabrettas or Spanish lambs; what all of Europe or Russia will pay for Turks, Nigerians, Sudans or mochas, determines the price that American men and women pay for their leather dress gloves.

Any estimate of the 1949 supply situation and the price trend of fine glove skins is simply the individual's best guess between war or peace and the soundness or unsoundness of a host of foreign economies. War creates scarcity and forces prices up. Cheap money is soon changed into basic commodities with a like result. Nevertheless, the experience of the past six months provides the basis of an intelligent guess. Europe, while still groggy, has acquired some measure of stability. War, while still possible, has lost some of its imminence. On balance, world economy has improved. Local tanners believe that foreign markets will stabilize at about present prices. There will be minor fluctuations, of course, but no drastic changes are expected. The world is still hungry for leather.

## Skin Price Trends

A comparison of prices of today and 10 years ago of the principal types of skins used in the industry, provide some interesting figures. Grey hair peccaries in 1933-39 sold for \$1.60 per skin. In 1943 the price averaged \$2.35, an increase of 47%. Tanning costs jumped from an average 8c per foot in 1933 to 14c in 1943, an increase of 75%. In spite of this the finished leather cost the purchaser in 1948 about 30% over the 1933 prices.

In 1938 South African capes sold at \$14.00 and cabrettas at \$8.00. In 1948, capes brought \$28.00 and cabrettas \$17.50 an increase of 100 and 119%. Dressing costs jumped about 40% and the finished leather sold for about 139% over the 1938 figures.

Cheap dress gloves, semi-dress gloves and some work gloves depend upon the pickled skins from New Zealand, South America and the United States for their raw material. Only the best grades can be used for gloves. The amount used in this market exerts very little influence on the price structure of pickled skins.

In 1938 pickled skins from the above-mentioned sources sold for \$4.00 to \$4.50 per dozen. In 1943 the average price was in the neighborhood of \$13.50, an advance of over 200%. Dressing charges jumped from 43 to 60% and finished leather from 125 to 150%. From the above figures it would seem that, when pricing the product, Cabretta tanners have kept pace with rising costs while pigskin and domestic tanners have failed to realize an adequate price for their products.

The year 1949 should see a lowering of the average price of pickled skins. The action of the Argentine Government in placing an export tax on skins points in the opposite direction, but the use of substitutes by a newly cautious public should reverse the trend in this grade of leather.

## Higher Prices, Lower Sales

The production of fine gloves in 1948 amounted to about five million pairs. Production during the 1930's reached the same figure. Before the war, imports of fine gloves amounted to five million pairs annually while in 1948 the figure was one million pairs. In other words, during the 1930's, 10 million pairs of fine gloves were sold annually in the United States as against six million pairs in 1943. High prices lost 40% of the market.

*Sales to match 1948, with slight decline in cost-price structure. Greatest need is promotion. In 1948, only one in eight women bought a pair of leather dress gloves.*

The European glove industry is showing steady recovery. It is expected that imports in 1949 will show a substantial increase over the 1948 figure. Domestic glove manufacturers must either broaden their market by lowering prices or offer style and quality superior to the best that Europe can produce. How lower prices can be achieved is a mystery.

Labor costs are expected to remain at their present level for 1949, both in the glove and glove leather industries. No reductions are contemplated. Inequities in the wage scales will be corrected but conditions are such that no increases can be granted.

## 1949 Same As '48

For 1949, glove leather tanners can look forward to a production about equal to 1948 but not greater. Seasonal buying is again the rule in the retail trade which reduces the glove industry to an eight-months business. The problem of disposing of the low grades will be as great a headache in 1949 as it was in 1948. There is some talk of compelling buyers to take on a proportion of all grades but nothing definite has been done. It is a problem that commands the serious attention of all tanners.

If American women could be convinced that their costumes were incomplete without the proper pair of gloves, the glove industry would have no problems. A woman will buy a frivolous hat at 10 to 50 dollars, a wispy pair of shoes at 15 to 30 dollars and then balk at paying five dollars for a pair of fine leather gloves. Last year only one out of eight adult women in the United States purchased a pair of fine leather gloves.

The sale of men's gloves is equally discouraging. The market is there. The possibilities are a challenge to the glove manufacturer and the glove leather tanner alike. The Association of Leather Glove Manufacturers has initiated a program de-

(Continued on page 23)

# PRECISION LEATHER PACKINGS

*New precision techniques on leather packings require accuracy to .005 inches or better. A new firm in the field, using new methods, opens new opportunities in leather packings.*

**I**N THE production of many leather products, fairly large dimensional tolerances are permissible; but in the manufacture of semirigid or rigid packings which will resist operating pressures and prevent leakage in pneumatic or hydraulic equipment, the requisite leather articles must usually meet exacting specifications which require dimensional accuracy within limits of .005-inch or less.

The latter specifications have at many times in the past been met simply by producing large numbers of leather packings by hit-or-miss methods, which necessitated the rejection of many units whose dimensions were not sufficiently accurate; and this, of course, caused a considerable increase in the manufacturing costs that had to be passed along to the consumers. But now, thanks to a manufacturing technique that has been evolved by Searle Leather & Packing Company at Los Angeles, Calif., precision leather packings are being fabricated with the consistent sort of accuracy that minimizes waste and consequent production costs.

In essence, the new technique is analogous to the compression molding process which has been widely used for many years in the mass-production of various plastic articles. Basic raw materials are close-grained hides that have been carefully oak or chrome-tanned.

## Molding

Waxes and equivalent oil by-products, such as paraffin, are used in preparing the leather for molding. The extent of their use is de-

By THOMAS A. DICKINSON

pendent on the degree of rigidity that must characterize a given packing and the chemical resistance required for leather to resist deterioration in the presence of hydraulic fluids, water, or related solutions.

Following the compounding procedure, the leather stock is blanked or cut into various shapes that have been carefully dimensioned to facilitate the loading of steel mold cavities. This work is usually done with a punch press equipped with special blanking or cutting dies, since extremely-accurate leather shapes are desirable in order to load a mold completely without subsequently producing waste materials as mold flash.

Flash is undesirable in this case not because material costs are high, but because it must be removed

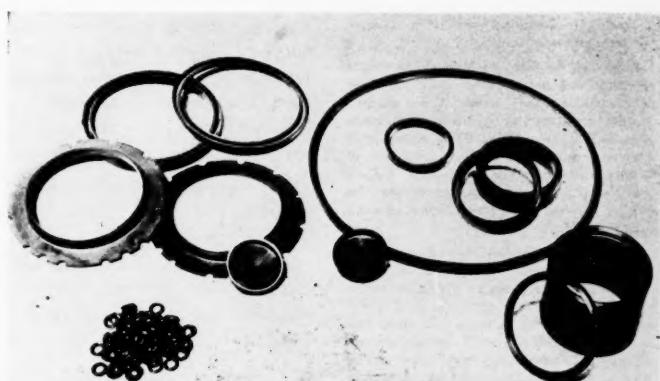
from finished packings by machining—which in turn will create excessive variations in the packing dimensions.

Mated molds for specified packings are respectively mounted on the upper and lower platens of pneumatic presses. In each of these presses, the lower platen is stationary while the upper platen is movable up or down by means of a metal ram. The press rams are powered by Westinghouse air cylinders, capacities of which range from two to 17 tons. Simple hand levers enable operators to control the air cylinders.

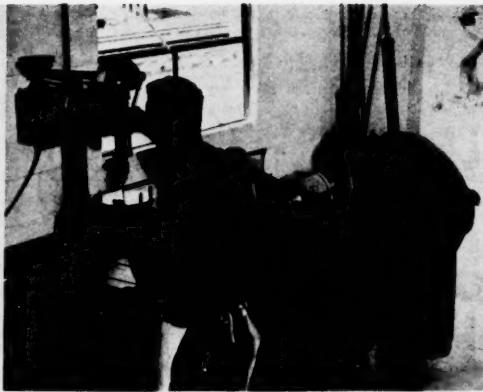
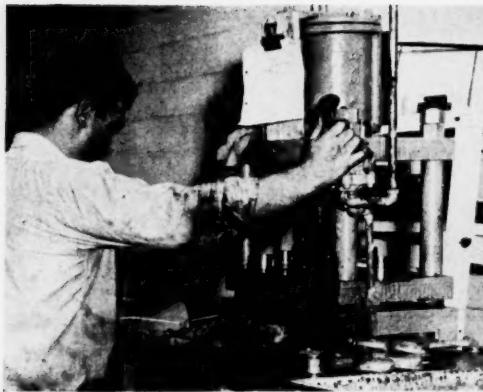
## Operation Outlined

The general molding procedure may be briefly outlined by the following sequence of operations:

(1) A precision-cut leather blank is carefully loaded into the cavity of the lower mold unit (which has been attached to the lower press platen).



Pictured here are typical packings produced by Searle Leather & Packing Co., Los Angeles.



Left: A pneumatic press is used to precision-mold leather packings. Right: A small drill press is being used on the left to fabricate part of a die for precision leather packings. The man on the right is operating a small grinder to remove flash and buff non-precision packings.

(2) The air cylinder is actuated so as to lower the upper press platen, causing the mold thereon to exert pressure against the leather blank in the lower mold cavity. Extent of the total pressure depends on the size and desired rigidity of the packing that is being molded.

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### Hydraulic Equipment Increases Leather Packings Sales

THE continuing industrial revolution in America is creating a steadily mounting demand for leather packings. Industrial hydraulic equipment springs from a basic principle of physics evolved by the French scientist, Pascal, 300 years ago—and today the increasing use of this principle to produce more and more hydraulic machinery for industry has given sudden and phenomenal lift to sales of leather packings. The "plunger" of almost any piece of hydraulic equipment, for example, is always contained within a leather packing rim.

Sales of leather packing have more than doubled since prewar, with the sales curve still on the incline. The country's largest manufacturer of leather packings is E. F. Houghton & Co., Philadelphia, also one of the nation's largest producers of leather belting. While its leather belting sales are about the same as prewar, its leather packing sales have increased more than twofold.

Other leather belting manufacturers report similar ratios. All attribute it to the rapidly expanding use of hydraulic equipment in industry. For example, fluid drives are being adapted to more and more machine tools. And the mushrooming aircraft industry is developing numerous equipment installations requiring use of leather packings.

(3) Heat and pressure are applied as necessary to the closed mold units for a suitable interval of time, heating or cooling action being achieved through appropriate elements in the upper platen.

(4) The air cylinder is actuated so as to raise the upper press platen.

(5) A finished packing is extracted from the lower mold cavity, ready for polishing (if necessary) and packaging.

#### Types

Non-precision flexible or semi-flexible leather and synthetic rubber packings are made by the same general process that has been described up to this point, except for the fact that they do not require precision blanking and must usually be machined to remove flash after molding. Machine finishing is preferable to the use of special blanking dies, when dimensional specifications permit, because the resultant tooling costs are comparatively low.

Leather packings are classified according to their cross-sectional shapes—e.g., as "cup leathers," "flange leathers," "U-leathers," and "vee-leathers." The most common types have outside diameters ranging from  $1\frac{1}{4}$  to 19 inches, and are available as standardized stock. Other types and sizes are made to special customer specifications.

Searle Leather & Packing Company is one of the West Coast's most recently-organized leather fabrication concerns, having been founded in 1946 by O. J. Searle and E. L. Wright. Its current factory facilities are housed in a 3000-square-foot plant in Los Angeles.

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### Leather Belting Mfrs. Combating Competition

LEATHER belting manufacturers have been contending with a mounting competition from producers of chains, rubber belting and composition belting. The more than 200 leather belting manufacturers in the U. S. have long felt the increasing commercial pressure from these "outsiders." This competition is more realistically expressed by the fact that despite the vast expansion and consumption of industrial equipment since the war's end, sales of leather belting have shown no appreciable increase over prewar levels. The answer is obvious: manufacturers of non-leather belting have driven a deep wedge into the market.

In the Twenties and early Thirties, the leather belting industry showed a sharp drop in sales due to the trend toward direct drive industrial equipment, where no belt is used. By 1936, however, leather belting manufacturers were succeeding in convincing industry of adopting leather belts to individual drive equipment. As a result, shorter belts came into popularity. But these shorter belts get more wear, require faster replacement. A group drive machine in the textile industry, for instance, had its belt replaced every 16 years. The shorter belts on these individual drive machines now wear out every three to five years.

Leather belting is still big business—an estimated \$30,000,000 in 1948, for example.

# NEW DEVELOPMENTS - LEATHER GOODS

## **Stitchless Billfold**

Figure 1 is a drawing of a finished billfold that offers in combination an attached coin purse that expands and collapses as does an accordian, all with no stitching. This combination promises not only great saving in time and labor over the conventional type of several layers stitched on to make this combination, but a unit that will outwear two or three of the stitched variety.

The principle feature is the entire absence of stitching in a pocketbook

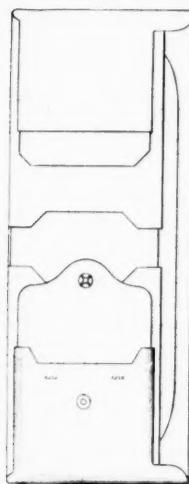


FIG. 1



FIG. 2

or billfold that is made of one piece of leather or whatever material is used. Though Figure 3 gives an idea of how this one piece of leather is folded, one has to visualize a piece of leather placed flat on a cutting board, after which the pattern may be used to cut out this one-piece billfold. This is cut so that it may be folded into three main sections, the long part for the bill section, and other two sections folded to make up a purse compartment.



FIG. 3

The entire absence of stitching does not mean that this one-piece billfold is held together only by a special method of folding. After folding into the required shape, wire staples hold the different sections in place. Also, this development allows for the use of a zipper for the bill compartment. Despite the use of staples, this billfold offers a distinct advantage over the conventional type made and stitched to unite the several sections—thread will deteriorate from the moist warmth of the human body.

Figure 2 shows the main feature of this billfold. Stress is not made so much on holding bills as on a really unique kind of purse built into this billfold. Figure 2 reveals not only the coins and the method of attaching the staples, but how the folds in back of the stapled together parts permit expansion of the coin purse. Here is a purse construction that will expand to hold any reasonable amount of change, and will contract to nothingness when the purse is empty.

Another feature: whether the purse is either full or lean, it may be opened in safety without the poor visibility of the conventional type. This new purse is pouch-like in appearance when opened so that utmost visibility of the different coins is possible when opened.

## **Sturdy Work Glove**

This almost one-piece construction requires little stitching together of the parts, only the third and fourth fingers requiring extra cutting, shown in both Figures 1 and 2.

This means that the few necessary seams are less bulky than with conventional methods, are more easily made, are longer lived. These seams are made, if necessary, without dependence on thread stitching. This feat is accomplished by cutting the glove body off the point of wear, a matter of design, as is demonstrated in the seam construction of the little finger.

Unlike the folding seam, this seam

*Stitchless billfold . . . Sturdy work glove . . . Controlled leather stitching . . . Utility leather mitten.*

is the lapping-over kind, giving almost double thickness and strength where extra wearing strength is needed. This construction explains why the glove parts are first cemented together, and subsequently reinforced with stitching.

But it is the thumb construction that offers so much in this work glove. Figure 1 shows the oval opening for the base of the glove; and the outer dot and dash lines indicate the flange-like method of spreading the base end of the glove over the inside surface of the glove



FIG. 1

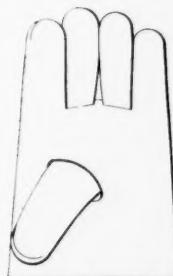


FIG. 2

palm, not unlike the broached or out-flaring end of a fitted oil burner tubing in the kitchen stove.

Figure 2 shows merely the innocent-looking palm of a one-piece leather surface, but the one who is to wear the glove knows of the added reinforcement spreading over a large diameter about the thumb

base, a reinforcement first cemented and then stitched.

### Controlled Leather Stitching

Glove and leather goods manufacturers have for years been trying to devise means of controlling seams in stitching leather. Now, known as the Ajax Gauge, a simple control instrument is commercially available.

The manufacturer claims that this attachable gauge which controls stitching provides a better quality finished product and at the same time speeds up output. Operating eye

strain is removed by making the seam easily visible, and demonstrating that fitting gloves or other leather items for seaming must be done at the needle point and not inches in front of the needle.

Rollers of various sizes are adapted to the sewing machine to prevent the perforating small stitches at the fourchette of the glove fingers. Glove thumbs are sewn in neatly, closing is straight and uniform, and trimming is largely eliminated.

The small, simple gauge is easy to install and adjust. A small thumb-screw allows the operator to set the gauge anywhere desired for convenience of the operator.

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### Utility Leather Mitten

Figure 1 reveals a new kind of mitten construction. The conventional mitten is often unsuitable for handling an axe or fingering a gun, or doing any one of the countless things that forces the mitten wearer to remove the mitten in order to use his fingers. The sportsman or worker cannot be cumbered with

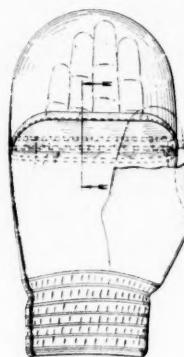


FIG. 1

FIG. 2

gloves as a substitute, for gloves do not protect sufficiently. Therefore, this mitten provides comfort and safety to the worker or sportsman forced to use his hands in freezing temperatures.

Figure 1 shows in dotted lines an incision-like opening across the palm of the mitten. This opening may be closed through the medium of a zipper. This construction does not affect the choice of materials in any way.

There also is clearly shown the outside flap covering the metal of the zipper. Since metal is a conductor of cold, the purpose of this flap is obvious not only to nullify the cold but to permit a partial opening of the zipper in cases where only one or two fingers are needed.

There also is an inside flap for the same purpose of protecting the hand against cold. Fig. 2 illustrates in profile the complete construction, showing the inner and outer flaps in relation to the zipper.

### Glass . . .

(Continued from page 17)

Significant change occurred, but toward the close of the year there were the first faint indications that more reasonable values in rawstock had begun to bring a response from manufacturers and retailers. Wheth-

er the promise will materialize remains to be seen.

In the high-style field for women there has been fairly considerable activity in suede garments. This has been important not alone for its actual volume but even more as an indication of what can be accomplished in directing modern styling and merchandising methods to the leather garment business.

Sheep and lamb skins remain the principal raw material for garment leather with horsehides second in importance. Some cattlehide and goat leathers are also used for the purpose. Prior to the war a total of approximately 13 to 14 million sheep and lamb skins had been used annually for garment leather. This was divided roughly 60% grains and 40% suedes. The quantity of horse used for the same period was approximately 700,000 to 900,000 whole fronts. Cattlehide and goat garment leathers were much more specialized and considerably dependent upon price differentials. In 1948 according to our statistics the sheep and lamb volume will reach about 60% of the prewar average, while the horse garment amounts to 85%-90% of the pre-war business.

Apart from promotion and merchandising problems, one of the serious difficulties confronting the garment industry is the need for quality raw material. In other words, there is not only the limitation of raw material supply but equally important, the small proportion of top quality skins to make premium clean cutting leather for the most desirable garments. However, that is a problem that tanners have to meet through sorting, finishing, etc.

#### Gloves . . .

(Continued from page 18)

signed to convince American women of the importance of leather gloves as an essential part of their costume. 1949 will see a vigorous continuation of its efforts. Results cannot be other than good.

1948 proved to be a year of adjustment. It was disappointing but not discouraging. The industry looks forward to 1949 with the wary confidence enjoyed only by those who have learned their lessons well. It doesn't expect to set the world on fire in 1949. Neither does it expect to be consumed by the flames of the postwar adjustment. Unless a catastrophe takes place, the glove and glove leather industries will do all right.



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MY OTHER END!**

GENUINE SHELL CORDOVAN  
"The Platinum of Leathers"  
FOR SHOES • MEN'S BELTS  
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KAY & BARNES, INC. • 93 SOUTH STREET, BOSTON

## SPOT News

### Massachusetts

• Sol Mutterperl Co., New Bedford handbag manufacturers, and its manufacturing affiliate, the Fairhaven Corp., recently completed an expansion program which adds 40 percent to its manufacturing facilities. The firm now has 300 employees, three times the number employed at the close of the war.

• Sale of assets of Aldrich Shoe Co., Inc., Lowell manufacturer of Women's footware, was held Jan. 19 on the premises by T. R. Grossman & Co., Boston auctioneers.

• Bixby Box Toe Co., Haverhill, is doubling its present space and manufacturing facilities. Company officials credit a consumer preference for women's shoes with closed toes as the reason for the expansion.

• Maurice C. Simons of the Premier Shoe Goods Co. was elected president of the Kernwood Country Club, Salem, at the annual meeting held at the Hampshire House, Boston. Other officers named were Harry Remis of Harry Remis & Co., vice president; Herman M. Davis, American Finish & Chemical Co., secretary; and William J. Rose, Crescent Chemical Co., Abraham S. Burg, A. S. Burg & Co., and Meyer Kirstein, Irving Tanning Co., Board of Governors.

• Edward Field, former manager of Fields Shoe Co. has succeeded Jack Raymond as sales manager for Derman Shoe Co., Milford.

• Louis Alman is New England representative for A. S. Burg & Co., Boston. Alman who is commissioner of the Haverhill Water Works, was formerly with the Shoecraft Specialty Co., Boston.

• Herley Shoe Co., Haverhill, manufacturers of men's leather slippers, recently moved to a larger and more modern plant at 104 Essex St. The firm reports a new production record in 1948 and looks forward to even higher output at its new plant.

• President Joseph W. Bartlett of the W. L. Douglas Shoe Co., Brockton, has assured the Brockton Area Development Committee that the company will continue to operate its Brockton plant if the present management retains control at the next stockholders meeting scheduled for Feb.

• Toby True Shoe Co. has announced that it will remain in Haverhill and begin cutting operations immediately. The company allowed its option on another location to expire after a conference held by Frank Rakovsky and Leo Stern, firm officials, and Joseph C. Goyette, manager-treasurer

**IRVTAN  
LEATHERS**

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Sides \* Splits**

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### "SUPERIOR LEATHERS" *Chrome Retan Sole Leather*

In bends . . . shoulders . . . bellies . . . outstanding in its waterproofing and long-wearing properties . . .

#### "Katz Chrome"

The ideal leather for shoe . . . glove . . . and garment purposes.

#### **Chrome Retan Upper Leather**

A quality shoe leather . . . water resisting . . . easily worked.

Also cow and horse sides

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AGENTS

128 N. Wells St.  
219 South St.  
100 Gold St.



Advertise Your Leathers in  
**LEATHER & SHOES**

of the USWA local. It is reported that details of a guaranteed minimum for workers will soon be revealed.

## New Hampshire

• Wendy Shoe Co., West Hamps-  
stead, formerly manufacturing hand-  
sewn moccasins, has announced it  
will reopen after a shutdown of sev-  
eral months. The firm will employ  
a small crew and manufacture plat-  
forms of novelty shoes. Sol Black-  
man is president.

## New York

• Winig Glove Co., Inc., Glovers-  
ville, has been chartered by the Sec-  
retary of State with a capital of 200  
shares no par value stock, three shares  
subscribed, to manufacture gloves. Di-  
rectors and subscribers are Herbert  
Winig, Helen A. Phalen, and Howard  
Antevil.

• Morris Moskowitz has re-entered  
the handbag manufacturing business  
as the Morris Moskowitz Corp., New  
York City.

• Arts Glove Co., Saranac Lake,  
forced to discontinue operations last  
Aug. due to material shortages, will  
reopen soon. Mrs. Merilda Robars,  
manager, reports that 35 women will  
be employed.

• It is reported that Jack Salovsky,  
formerly vice president, and Louis  
Bloomfield, formerly treasurer, have  
resigned from Modern Footwear Corp.,  
Brooklyn slipper manufacturers. Leon  
Bernard is now secretary and treasurer  
of the firm and Abraham Makler  
continues as president.

• Jack Macht, formerly vice presi-  
dent in charge of sales with Consoli-  
dated Footwear Corp., Malone, has  
resigned to assume the same position  
with Tru-Stitch Moccasin Corp., also  
of Malone. Lou Klinger, Malcolm  
Macht and Henry Klinger will be his  
assistants. Adirondack Footwear Co.,  
Inc., is moving its plant in Constable-  
ville to Antwerp.

• A new Schwartz & Benjamin shoe  
brand, Rinaldi, will be presented in  
a series of fashion shows from Feb.  
15 to March 15. Shows will be staged  
under the direction of Earl Teschon,  
sales manager and stylist, at stores  
handling the line.

• R. Lindley Murray has been ap-  
pointed executive vice president of  
the Hooker Electrochemical Co., Ni-  
agara Falls. He was formerly vice  
president in charge of development  
and research.

• Edwin S. Mix, who is retiring from  
active service as vice president in  
charge of product design at the  
Hickok Manufacturing Co., Rochester,  
was honored recently at a testimonial  
hearing. Hired in 1920 by the late  
S. Rae Hickok, Mix will be retained  
by the company on a consultation  
basis.

• Recordia Manufacturing Co., New  
York City, manufacturers of men's  
street sandals with orthopedic arch  
supports, celebrates its Tenth Anni-  
versary on Jan. 25. M. West, presi-



FRANK V. MELCHORE

... newly-elected president of the Super-  
intendents' and Foremen's Assn. of New  
York, who succeeds Patrick Pisano for the  
1949 term. Melchore was president twice  
previously and was instrumental in form-  
ing the Journal Committee. Other officers  
named to continue in their present capacity  
were Joseph Welsh, recording secretary; Matty  
Schuerens, sgt-at-arms; and Joseph Gold-  
smith, elected treasurer for the 32nd con-  
secutive year. Pisano joins the board of  
trustees for the next three years.

dent, was formerly owner of Hanauer  
Gummischuh Fabrik, largest rubber  
footwear concern in Europe, reports  
that "Recordias" are now sold in  
5000 retail outlets.

• Kitty Kelly Shoe Corp., New York  
City shoe chain, will establish stores  
in Miami, Fla., during 1949 with  
Diana Stores Corp., women's apparel  
chain.

• Nypers Co., New York City shoe  
wholesaler, has rented a four story  
building at 161 Duane St., New York.

• Al Bennett, formerly of Norrwock  
Shoe Co., North Jay, Me., is now leather-  
upper biper and cutting room foreman  
for Vaisey-Bristol Shoe Co. Rochester.

• John J. Ingraham, 70, associated  
for over 50 years with the Daniel  
Green Felt Shoe Co., Dolgeville, has  
retired as purchasing agent and plant  
secretary. F. E. Brown, assistant  
purchasing agent, has been appointed  
in his place. The firm which pro-  
duced 300,000 pairs of felt slippers  
per year when Ingraham joined it  
now turns out about 1,750,000 pairs,  
utilizing leather, fabrics and felt.

## Pennsylvania

• Krischer, Rogers and Fischer, Inc.,  
Philadelphia shoe jobber, has changed  
its name to Flex Step Shoe Corp.  
The firm will continue to handle  
women's dress, sport and casual shoes.  
Herman C. Fischer is president.

• More than 1500 members of the  
shoe and allied industry are expected  
to attend the banquet of the Philadel-  
phia Retail Shoe Merchants' Assn.  
March 6 at the Warwick Hotel. The  
association will issue a 100-page anni-  
versary book at the affair.

## Wisconsin

• Freeman Shoe Corp., Beloit, re-  
cently announced its first branch  
plant at Brodhead. The plant will  
assemble shoe uppers received from  
the main plant and will employ about  
75 women.

## Missouri

• Stiebel Shoe Co., St. Louis, has  
assigned Benjamin Roth, counsel for  
Tanners' Council Associates, as trustee  
for benefit of creditors. Roth will  
offer assets at a private sale and has  
asked creditors to determine claims  
by Feb. 3.

• Edison Bros. Stores, Inc., St. Louis,  
has announced the promotion of Sid-  
ney Levinson and Roy Oscarson as vice  
presidents. Levinson was formerly  
assistant vice president and mer-  
chandise controller while Oscarson has  
been sales manager.

• The new United Footwear Mfg.  
Co. plant in Gerald was recently dedi-  
cated by townspeople at a benefit dance.

• Burkhardt Shoe Co., Steele, is  
presently employing 150 persons and  
expects to add 100-200 more if condi-  
tions warrant.

## Iowa

• Newly-elected officers of the Iowa  
Shoe Travelers Assn., Des Moines,  
are Warren Crandall, Brown Shoe  
Co., president; E. R. Caudle, Tober-  
Saifer Co., first vice president; Wil-  
liam M. Greist, Florsheim Shoe Co.,  
second vice president; and Harry C.  
Gruber, House of Crosby Square, sec-  
retary-treasurer.

• R. E. Clizbe, formerly president  
of Clinton Industries, Inc., Clinton  
corn products manufacturer, has been  
elected vice chairman of the board.  
C. W. Metcalf, vice president, will  
succeed him as president.

## Illinois

• Mrs. Guitta Blau has joined the  
staff of Bjorksten Research Labora-  
tories at their newly established  
branch in Madison, Wis. She is a  
graduate of Cornell University where  
she studied chemistry.

• John F. Walsh, Peters Shoe Co.,  
has been re-elected president of the  
Shoe Travelers Assn. of Chicago.  
Also re-elected were Joe Messner,  
Ephrata Shoe Co., as vice president;  
and Eugene A. Bailey, Adams Bros.,  
as secretary-treasurer.

• Brown Shoe Co.'s plant at Charles-  
ton is back in production, averaging  
1000 pairs a day, and expects to  
raise this total to 3000 pairs daily  
shortly. Plant capacity is estimated at  
4500 pairs daily with a force of 800  
workers. About 500 workers are now  
employed at the plant and others will  
be hired as production and sales in-  
crease.

*First Choice*

IN  
SOLE LEATHER

TIOGA OAK

BENDS

BACKS

BELLIES

SHOULDERS

HEADS

EBERLE  
TANNING CO.  
Westfield, Penna.

# Leather MARKETS

Business generally better though buying is cautious. Women's calf, heavy sides, suede kid and splits most active leathers. More sole sales but synthetics get a large percentage of the business done.

## Sole Leather

Mixed conditions in Boston market. Small supplies in tanners' hands create a temporary artificial shortage. Puts tanners in a better bargaining position. "Easing hide market means little or nothing," says one tanner. "These hides are poorer in quality and consequently worth less. On the other hand, we had not realized real advances in the recent past and firm prices today are fully justified." Buyers feel prices should fall with weakness in the hide market but need sole leather and buy at or close to asking prices. Light bends least wanted up to 70¢ for best. Heavy bends active at 70¢ for most; slightly higher for superior leathers. Mediums slow with some, fair with others at 68 to 70¢.

It becomes more evident that Mid-western sole leather tanners are encountering a great deal of price resistance. Meanwhile, the little buying interest reported is mostly on heavy bends, with business at 72¢. Mediums and lights are quotable at 72¢, but not getting as much demand. Finders' bends (9-11 iron) are still quotable

at 85, 78, and 69¢ and from 89, 82, and 73¢ on the 11 iron and up. Women's finders' blends are selling occasionally at 83¢. No. 3 chrome-tanned is priced from 73 to 75¢. No. 2 at 83 to 84¢ and No. 3 from 84 to 87¢.

Philadelphia sole leather tanners are finding new business holding up fairly well. Factories and cutters, who may have been waiting for a break in prices, have begun to come back into the market in larger numbers. Findings are showing a marked improvement. It is the belief of several that the mild winter in the East so far this year has kept repair men busier than usual. Prices are higher than earlier in the season and, at the same time, bookings are more plentiful.

## Sole Leather Official

Conditions are somewhat mixed in the Boston market. Some tanners doing fair to good business, others report little or nothing. Bellies sell up to 40¢ with some asking 41¢. Single shoulders 49¢ and down in fair demand. Double rough shoulders usually sell at 60¢ and down with some at several cents less. Heads sold at 18 to 20¢ with 19¢ the usual top.

Reports are conflicting in the Mid-west. Some tanners report a fair business in steer bellies at 30 to 40¢ and only quietness in cow bellies, quoted at 38 to 39¢, while other tanners report just the opposite. Single shoulders, heads off, when sold, gen-

## LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.10	95-1.10	1.15-1.30	1.30-1.48
CALF (Women's)	90-1.10	90-1.10	1.28-1.38	1.40-1.48
CALF SUEDE	1.05-1.30	1.05-1.25	1.55-1.70	1.45-1.90
KID (Black Glazed)	55-80	55-80	70-90	70-90
KID SUEDE	50-75	50-75	70-90	70-90
PATENT (Extreme)	56-66	56-66	68-72	76-82
SHEEP (Russet Linings)	18-20	19-22	20-24	23-25
KIPS (Corrected)	54-60	54-60	68-72	70-75
EXTREMES (Corrected)	48-53	48-53	57-61	60-65
WORK ELK (Corrected)	52-56	52-56	56-60	56-60
SOLE (Light Bends)	68-70	66-72	88-92	90-95
BELLIES	36-39	36-40	41-43	44-47
SHOULDERS (Dble. Rgh.)	58-60	60-63	75-77	77-80
SPLITS (Lt. Suede)	38-42	39-44	40-44	41-45
SPLITS (Finished Linings)	22-24	22-24	23-25	27
SPLITS (Gussets)	19-20	19-20	19-21	21-22
WELTING (1/2 x 1/8)	8 1/2	8 1/2	11-11 1/2	11-11 1/2
LIGHT NATIVE COWS	28-28 1/2	25-25 1/2	32-33	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

erally bring about 49 to 52c, and heads on, from 44 to 46c. Double rough shoulders, tanner run, are unchanged to 61 to 62c. Steer head business reported at 18 to 21c.

### Cut Stock

Cut soles continues to maintain a rather good call at unchanged prices. Men's fine grade range from 71 to 83c, based on 8 to 10 irons, semi-fines from 69 to 79c and No. 1 scratch from 63 to 73c. Fine grade women's bring from 47 to 48c, depending on the weight, semi-fines from 44 to 45c and No. 1 scratch from 41 to 42c. Tanners have hinted in the past few days of slight price cuts to perhaps stimulate more business, but as yet this has not materialized.

### Welding

Moderate business in Boston. Up to 8c for regular Goodyear  $\frac{1}{2} \times \frac{1}{2}$  stock. Specialties not so active but still wanted. Synthetics get more attention as makers of low-price shoes try to meet buyer demands for slightly lower costs.

### Calf Leathers

Women's calf prices are up in Boston market but this means little as tanners are well sold ahead, owing 30 to 60 days production. Up to \$1.10 paid for best women's leathers, between 70 and 85c finds the bulk of business. Men's weights are generally slow; slightly more demand for lower grades below 90c. Top selections as usual well sold ahead. Mediums pile up. Suedes at \$1.30 and down.

The past week has shown no indications of further strengthening in the Midwestern calf leather market. Tanners are keeping one eye cocked on the rawstock market and the other on the shoe business. Top grade tannages of both women's and men's weights have been selling quite readily, in fact, business has been exceptionally good. However, tanners are having difficulty in moving the lower grades, and, in some cases, are experiencing a slight accumulation. B grade women's weights in colors and quoted at \$1.06 to \$1.10 and from \$1.10 to \$1.12 in men's. Calf suede, in colors, is receiving some buying interest, at prices ranging all the way from \$1.05 to \$1.30, depending upon the grade.

### Kid Leathers

Philadelphia kid tanners noted a better tone in the market. While orders were slow coming in and customers were no less cautious than usual, shoe factories are showing a more spirited interest in acquiring materials for new shoes.

Black glazed is in stronger demand at several tanneries. Manufacturers of comfort and corrective shoes are placing regular orders.

Tanneries are stepping up production on suede. Colored suede is in a transition stage with greater emphasis on light and medium shades of brown and less on blues. Some calls for blue for spring shoes are still received but most tanners are unable to make delivery soon enough to suit

customers. Black suede business is expected to surpass last year and plans are being made to set up tanneries to accommodate demand with greater facility.

As rawstock prices continue to mount, buying is slim and South America is supplying a good percentage of skin imports. Some India skins, Nigerians and other suitable suede stock reaches this country. However, production is down at most tanneries and the need for India skins is not urgent. Rumors are heard of domestic tanners having leather tanned on contract in England and shipped to the U. S. at a good saving. The attraction in this set-up is the lower cost of skins resulting from a variance in monetary exchange and the cheaper cost of labor in that country, which more than compensated for the 10% duty paid on such shipments. Other more complex schemes of procuring finished leather for more profitable turnover are also heard of, but the volume is not considered a real threat so far.

Linings are getting a certain amount of attention at almost all tanneries. Not a lucrative line, they do serve as a means of moving thin skins for which there is a meager demand. It has been observed that heavy stock is more desirable for upper stock with each succeeding year.

### Sheep Leathers

Fair to good demand for linings in the Boston market. Best russets sell at 20c for shoe purposes; 1/2c more for specialty uses. Most active russets are those between 12 and 16c. Colored vegetable linings 22c and down with about 18c the best trading area. Chrome linings well sold up at 26c.

A good many Midwestern sheep leather tanners are focussing attention on the coming sheep sale in New Zealand. They are hoping this sale will somehow or other place the leather market in a more established position. At the moment, business has been poor with no improvement seen, for the immediate future. Tanners quote from 18 to 22c on colored linings, vegetable, and 28c for colored chrome linings and garment men's suede. Grain garment is quoted from 22 to 26c and high colors gain garment as high as 28c.

### Patent Leather

Another dull week in Boston, although sampling shows possible early increase in demand. "It's just got to break soon," says one tanner, "retailers have few patent shoes left." Best extremes sell at 60c and down, mostly down. Kips sell at 60c and down.

### Side Leathers

Boston tanners busy this week with heavy analine types still much wanted at 60c and down for best tannages. Several cents less for less desirable. Corrected extremes in light weights of regular finish sell well in best tannages, fair to well in others. Up to about 53c paid for one line; others less. Corrected kips at 60c and down. Large leathers wanted at 48c and down. Best elk up to 56c.

**A. H. ROSS & SONS CO.**

Since 1888  
Specialty Leathers  
Side - Horse  
Well known Tannages  
•  
KLENZETTE  
ANILETTE  
ROSS-ETTE  
and the popular  
ORIGINAL GENUINE  
**Kleenette**  
REG. U. S. PAT. OFF. NO. 232324  
WASHABLE LEATHER  
A. H. Ross & Sons Co.  
Chicago 22, Illinois  
NEW YORK - Bankart & Samuelson  
SAINT LOUIS - Al. W. Meier Co.  
MIAMI - A. W. Patton Co.  
CHICAGO - J. K. Reynolds Co.  
LOS ANGELES - A. J. & J. K. Cook  
BOSTON - Merchant Lovens  
PHILADELPHIA - Schoenberg  
Leather Co.

**Linco**  
Time-Tested  
**FORMULAS**

"LET LINCO PRODUCTS  
HELP YOU MAKE BETTER  
LEATHERS AT LOWER COST"

**L.  
H.  
LINCOLN  
and  
SON  
INC.**

•  
BATES  
• LEATHER FILLERS  
• SOLE LEATHER  
FINISHES  
• SPONGING AND  
WASHING COMPOUNDS  
• TANNERS SUGAR  
AND LIME  
• COLLOIDAL CLAYS  
• CHEMICALS

**COUDERSPORT  
PENNSYLVANIA**

Best quality side leather, in both kips and extremes, is getting attention from buyers in the Western area. Many tanners report from fair to good business in the top grades, while others report only mediocre business. Prices have held steady to firm, during the past week, although most sales command top prices. Full grain kip sides in the MH weight bring from 68 to 72c, corrected from 56 to 60c, full grain elk, in LM & M weights, from 67 to 71c and corrected grain elk from 56 to 60c. In the extremes, full grain elk is quoted from 54 to 62, corrected elk and smooth from 45 to 53c, chrome extremes from 47 to 55c, work shoe elk from 47 to 51c and vegetable extremes range from 54 to 58c.

## Splits

Little change in the Boston area. Suedes wanted with up to 42c paid; at 38-40c much is available. Heavy work shoe splits at 30c and down in small supply and good demand. Retanned sole leather wanted at 30 to 40c. Finished linings slow. Gaskets active at 19 to 20c.

An exceedingly good business is reported in No. 1 grade oozie splits, non-slip, by one large Midwestern tanner. Volume sales are taking place at 22 to 26c. Other than this one selection, the market, in general, has ruled quiet. Most of the buying interest is for present or immediate shipment. Retanned sole splits in the HM weight are quoted at 30c, H at 32 to 34c and double H from 36 to 40c. Pyroxylon linings sell occasionally from 23 to 25c. Light suede brings around 36 to 40c top, and 40 to 42c for heavies. Work shoe splits are priced from 28 to 32c.

## Belting Leathers

Belting leather tanners are doing a fair amount of business. Some nice sized orders on ex-light and light weight rough bend butts accounted for a major part of one tanner's business. Several other sources found new orders equally distributed among all available weights. Hand-to-mouth buying is generally the practice of the day.

Hides were somewhat weaker than in the previous week but, in the words of one tanner, "we can't get them to come down much when the packers know we have no inventory." Hide prices are far from satisfactory especially at this time when winter hides are at the lowest yield point.

Double rough shoulders are moderately active. "Customers are working close," but even so, interest is good. Welting orders are spotty and a few large orders account for the greater percentage of turnover. Bellies were

slow. Heads were not in demand either. Tanners made few offerings because in most cases no one was carrying much inventory.

Curriers continue to find new business falling short of expectations. Prices remain firm, however, since most sources anticipate a reversal in this downward trend of volume sales within the coming weeks. Present conditions have brought raw-stock purchases to a standstill and curriers have no immediate need for replacements. All weights and selections are in adequate supply.

## BELTING LEATHERS

No. 2 Ex. heavy	.....	95
No. 2 Ex. light	.....	1.05
No. 3 Ex. heavy	.....	.90
No. 2 Ex. light	.....	1.02

## CURRIED BELTING

	Best	1	2
Bend Butts	1.25	1.20	1.15
Centers (12")	1.51	1.47	1.33
Centers (24")	1.50	1.45	1.35
Centers (36")	1.38	1.32	1.26
Wide Sides	1.18	1.14	1.07
Narrow Sides	1.10	1.06	.97
(Ex. lights 12c more; lights 5c more; ex heavies, 10c more.)			

## Bag, Case and Strap

Good quality light weight case leather is still in good demand. Prices are unchanged, which is quite unusual, as they have fluctuated considerably in previous weeks. Some buying interest noted for bag and strap, but only for top quality.

## SMOOTH CASE

Ounce	No. 1	B	C
2	48	45	42
2½	51	48	45

## SMOOTH BAG, STRAP, PORTFOLIO

Ounce	No. 1	B	C
3½	58	55	52
4	62	59	56
5	66	63	60
6	68	66	64
Portfolio leathers	1c higher		

## Glove Leathers

The leather market is extremely quiet. There is very little forward buying going on which would indicate a dearth of orders on the part of the glove manufacturers. It has been reported that local interests are buying raw skins but few sales can be confirmed. However the situation is such that moderate purchases must be made in order to provide leather for the anticipated Fall business.

So far, the spring season has been disappointing. High colors are being neglected in all lines. Some of this may be due to the late Easter but

price is probably a factor.

There is a moderate demand for whites in doeskins and glace.

Grade	Cabrettas	Grey	Deer-skins	Domestics
1	75c	85c	55c	30c
2	70	80	50	30
3	65	65	45	27
4	60	45	35	24
5	50	35	25	21
6	35	25	20	
7	38	20	15	

Grade	Men's Grey	Domestics
1	40	40
2	32	32
3	24	

# TANNING Materials

There is a rather pessimistic feeling in the trade this week. Business has slowed down to some extent and market prices on most of the oils and fats are declining. Old stock Newfoundland Cod Oil, however, is still holding up to \$1.55 per gallon, with Sulphonated Cod Oil at 18c per pound. Sulphonated Neatsfoot Oil is priced at 23c per pound and Sulphonated Castor Oil at 21c per pound.

There has been no change in the raw tanning material situation. Tanners are only making purchases as needed. Divi Divi is still quoted at \$64.50 per ton for 42% and \$73.00 for 52% tannin. Wattle Bark Extract is quoted at \$83.00 per ton; Myrobalan at \$61.00 per ton; JI's and \$51.00 to \$52.00 for J2's; Valonea cups at \$68.00 per ton; Ground Sicilian Sumac at \$68.00.

There is no change in the tanning extract situation. Chestnut Extract is still quoted at 3.9c per pound in tanks and 4.6c per pound in barrels. Borneo Cutch is priced at 8½c per pound, plus duty; Spruce Extract in tank cars at 14½c per pound, f.o.b. works; and Wattle Extract at 9½c per pound, plus duty. Buyers are still not taking much interest in Quebracho Extract at present quotations due to the uncertainty of the price situation. Paraguayan extract has been quoted at less than the Argentine extract. Reports from Buenos Aires say there is some chance of readjustment of the exchange rate for specific export and import items, but this has been postponed. It is thought that this readjustment might have something to do with the change in the quotations on Quebracho Extract.

## Raw Tanning Materials

Divi divi, shipment, bags, Colombian and Venezuelan ..... \$64.00-66.00



**CHARMOOZ**  
THE PERFECT SUÈDE LEATHER  
BLACK AND COLORS

AMALGAMATED LEATHER CO.'S. INC.  
WILMINGTON 99. DELAWARE

Extract, 25% tannin, bbls.	lb. .05% to .06%
Wattle bark, ton	\$71.00-72.00
Sumac, extra, 42%, bbls.	lb. .08 to .09
Myrobalans, J. 1st, \$55.00-56.00; J. 2s	\$45.00-46.00

#### Tanning Extracts

Chestnut extract, clarified, 25% tannin, tks.	lb. 3.90
Pin, l.c.l., .046; c.l. .056	lb. 4.60
Powdered, bags, .046	.11
Gambier Extract, 25% tannin, bbls.	.091 $\frac{1}{2}$ .12
Hemlock extract, 25% tannin, tk. cans, f.o.b. wks.	.0525
Bbls., c.l. and l.c.l.	.0675
Quebracho extract	
Solid, ord., basis 63% tannin, c.l., 9 $\frac{1}{2}$ ex. dock N. Y. plus duty.	
Soft, charred, 64% tannin, c.l.	.091 $\frac{1}{2}$
Liquid, basis 35% tannin, tk.	.091 $\frac{1}{2}$
Ground extract	.171 $\frac{1}{2}$
Powdered, super spruce, bags, c.l., .051 $\frac{1}{2}$ ; l.c.l.	.051 $\frac{1}{2}$
Spruce extract, lb. bbls., c.l. .021 $\frac{1}{2}$ , l.c.l. .031 $\frac{1}{2}$ ; tks.	.011 $\frac{1}{2}$
Oak bark extract, 25% tannin, lb. tks., 6 $\frac{1}{2}$ -8%; bbls.	.061 $\frac{1}{2}$
Wattle bark extract, 25% tannin, tks., 6 lb. bbls.	.07
Wattle bark extract, solid, S. African, 9c; E. African	.091 $\frac{1}{2}$

#### Tanners' Oils

Cod oil, Nf4, tank cans	\$1.55
Caster oil No. 1 C.P., l.c.l.	.28
Sulphonated castor oil, 50% l.c.l.	.16
Sulphonated castor oil, 75%	.22
Cod, sulphonated, pure 25% moisture	.18
Cod, sulphonated, 25% added mineral	.15
Cod, sulphonated, 50% added mineral	.11
Linsed, raw tks., drums, c. l., and l.c.l.	.340-.363
Neatsfoot, 20° C.T.	.42
Neatsfoot, 30° C.T.	.38
Neatsfoot, 40° C.T.	.34
Neatsfoot, extra drums	.270
Neatsfoot, No. 1 drums	.260
Neatsfoot, sulphonated	.29
Olive, dom. denatured, bbls., gal.	4.00-4.25
Waterless Moellon	.26
Moellon, 20% water	.195
Moellon, 25% water	.22
Artificial Moellon, 25% moisture	.13
Compound Teras	.14
Natural denatured	.25
Sulphonated tallow, 75%	.25
Sulphonated tallow, 50%	.18
Sponging compound	.15
Split oil	.14
Sulphonated sperm, 25% water	.29

• The St. Charles plant of International Shoe Co., St. Louis, will cut operations generally by eight hours a week, according to Edgar E. Rand, vice president. The plant, which employs about 1000 workers, has been operating on a five-day, 40-hour week.

• Roberts, Johnson & Rand, division of International Shoe Co., has issued a 16-page booklet encouraging retail salesmen to sell customers an extra pair of men's shoes. The slogan "For better wear, buy two pair" will be promoted for spring and summer.

• Molloy Shoe Co., Los Angeles, has been formed by Edward J. Molloy, former plant superintendent for Vogue Shoe, Inc. The firm will manufacture a women's casual line to retail at \$6.95. Molloy was formerly with Joyce, Inc.

• Albert E. Faller, former sales representative for Consolidated Footwear Corp., Malone, N. Y., is now selling the complete line of California Cobblers manufactured by Cobblers, Inc., Los Angeles. He will cover New England and northern New York.

• Permission to use the name of Tom Mix, famed film cowboy, for riding boots has been granted Atlas Boot Mfg. Co.

# Tanners of Quality

## SMOOTH AND ELK SIDE LEATHER

VEGETABLE  
For Linings, Bag, Case, and Strap

CHROME RETAN SOLE LEATHER  
Velvet Finished and Waterpoofed

Contract Tanning

**WISCONSIN**  
*Leather Company*  
1830 S. THIRD ST., MILWAUKEE 4, WIS.

*Fine Leathers*  
**HEBB**  
LEATHER CO. INC.

112 BEACH ST. BOSTON 11, MASS.

**WHITES**

tanned  
by

**PRINTZ**  
LEATHER  
COMPANY

Alum Lambs (non-rust) Chrome Lambs

Goat and Cabretta  
For All Requirements

Also—Contract Tanners of Black Suede Kid  
2139 E. HUNTINGDON ST. Since 1884 PHILADELPHIA 25, PA.

"STYLE ALL THE WHILE"

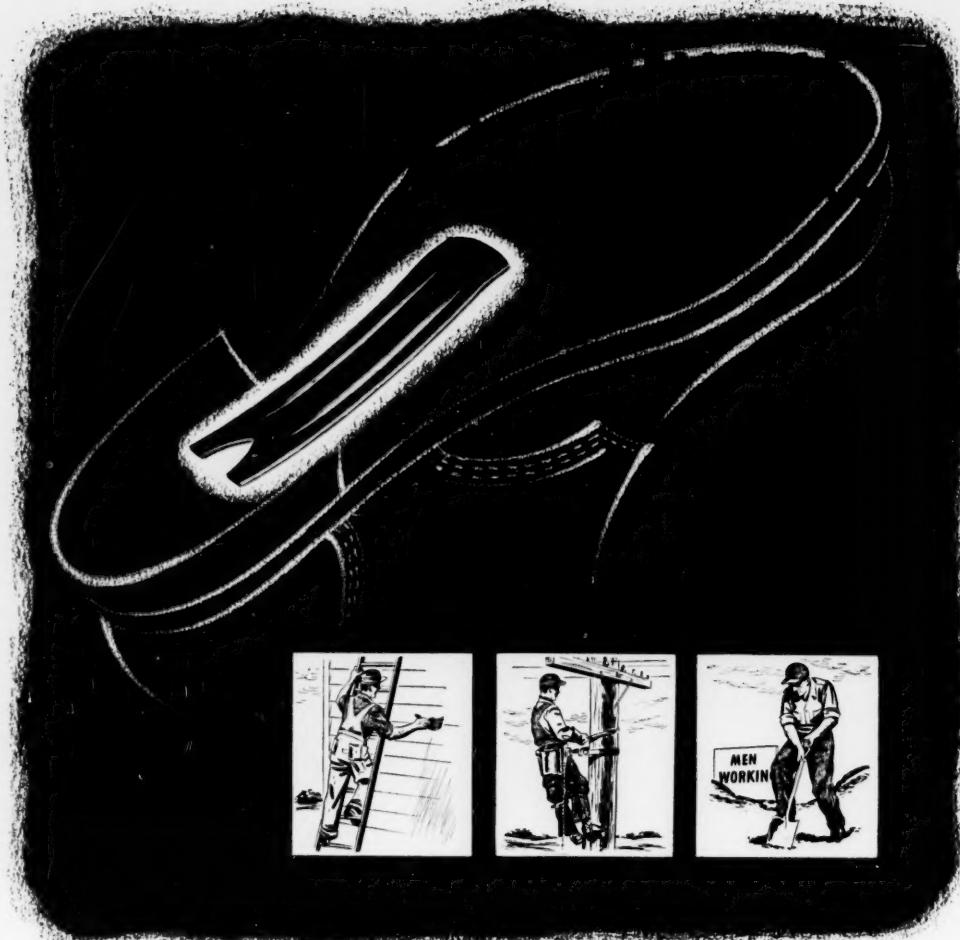
*McNichol & Taylor, Inc.*

JOHN L. STANTON  
President and Treasurer

LAST MAKERS

WOMEN'S LASTS  
SPECIALISTS

LYNN, MASS., U.S.A.



Because it provides the utmost in rigidity, the Vita-Tempered APEX shank with either two or three ribs is first choice for work shoes and other heavier types of footwear. And, like all United shanks, the APEX is fitted to the shoe manufacturer's run of lasts.



## *Vita-tempered* **STEEL SHANKS**

**are Tough, Hard, Uniform**

- Fit like master models
- Clean, ready to use
- Preserve balanced tread

**UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS**

# HIDES and SKINS

**Hide markets weak. Heavy cows down 2c in "Big Four" trading. Country and small packer hides also easy. Calfskins hold steady but sales needed to define current price levels. Kipskins quiet.**

## Packer Hides

Activity this week was fair, but declines were sharp. Heavy hides broke the ice when heavy cows dropped 2c on riverpoint take-off and 1½c on the light grubbing points, and branded cows 1½c on two separate declines. Native steers underwent a little revision on the heavy end and branded steers dropped 1 full cent. Only a few light cows sold, but even they went down about 1c.

Largest volume business was in branded cows this week, nearly 40,000 selling at 23½c for Northern hides. A few of those hides did sell at 24c, in business by the Association, but the market was established definitely at 23½c on large scale "Big Four" movement. Heavy cow business was moderate, but enough sold to definitely set the levels. Riverpoint take-off sold at 23½c, Chicago basis, while St. Pauls sold at 24½c.

Native steers sold moderately, about 5,000 all heavies selling at 25½c. The price levels for mixed packs, and straight lights, are undefined. Some heavy Texas steers sold at 24c after butt brands had been established at that price. A few Colorados sold by an outside packer at 24½c.

Light cows were lower in limited business. Riverpoint and light grubbing hides sold in a range of 28½ to 28¾c, Chicago, which would put Chicago take-off around 28c. This would be 1c lower than last week.

Heavy hides still showed their weakness in this week's market. Light hides, as witnessed in the trading of light cows, were forced lower by reason of the sharp declines in the heavy end. It isn't that heavy hides aren't wanted at all, it's just that heavy leather tanners are restricted in their buying to the extent that they cannot do any business unless prices are attractive from the standpoint of allowing them to bring leather prices down sufficiently to attract business from leather goods manufacturers. Current prices of rawstock are prohibitive, they say, in allowing them (the tanners) to produce leather at lower finished levels.

## Small Packer Hides

The small packer hide market is undefined these days, especially since big packer hides have shown substantial weakness. There are not many hides around, however, as recent market conditions have allowed tanners to do sufficient business to keep the market pretty well cleaned up. There

are some heavy hides around, but interest in these is restricted.

Prices seem to be hovering around 23c selected for 48/50 lb. average hides, although down to 22c selected is quoted by some people. Higher prices will be paid for the lighter average weight hides, but what kind of premiums can be obtained is hard to say.

## Packer Calfskins

Continual cleaning up of calfskins by the larger packers has left the market with no offerings, at least so far as is known this week. The demand for calfskins is still strong, but it is a question around the trade as to how strong calfskins are. The lower values on the hide market have caused some consternation with tanners who are thinking in terms of a slightly revised rawstock market with regards to calfskins.

Lower levels, however, will have

to be described in subsequent trading.

The market for untrimmed skins is quoted steady at 65c for Northern allweights, with riverpoint allweights nominal at 52½c. The last paid price for trimmed style skins, on the new basis, was 69½c for Northerns.

New York trim packer calfskins are quoted at \$3.75 for 3 to 4's, \$4.50 for 4 to 5's, \$5.00 for 5 to 7's, \$5.50 for 7 to 9's, and \$7.50 for 9 to 12's.

## Packer Kipskins

Quietness holds in this market with the opinion in favor of a firm market. Declines in hides have caused some talk around the market, but the continued strong demand for kip shows signs of possibly holding the price level steady.

Packer native kip is quoted at 40c, native overweights at 37½c. Brands in both cases are 2½c less.

New York trimmed packer skins are quoted at \$8.50 for 12 to 17's, and \$9.25 for 17's and up.

## Country Hides

There are wide differences of opinion about country hides, but the

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 26	Close Jan. 19	High For Week	Low For Week	Net Change
March	24.25-20	24.60	25.50	24.20	—35
June	22.05	22.25	23.12	22.00	—20
September	21.10B	21.35B	22.00	21.10	—25
December	20.30B	20.65B	20.60	20.40	—35
Total sales, 395.					

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	25½-26½	26 -28	25 -26½	31
Ex. light native steers	28	28	28	34
Light native cows	28 -28½	29 -29½	25½	32 -33
Heavy native cows	23½-24½	25½-26	24½-25	30½-31
Native bulls	24	17½	17	20
Heavy Texas steers	24	25	25	29½
Light Texas steers	24	25	25	29½
Ex. light Texas steers	25	26½	26	31½
Butt branded steers	24	25	25	29½
Colorado steers	23½	24½	24½	29
Branded bulls	20½	25 -25½	24½	30½-31½
Branded bulls	16	16½	16	19
Packer calfskins	52½-65	52½-60	50 -60	80 -1.95
Chicago city calfskins	—35	35	35	55 -60
Packer kipskins	40	40	37½	45 -50
Chicago city kipskins	26 -28	26 -28	26 -28	34

**SINCE 1883**  
**TANNERS OF**  
**QUALITY LEATHERS**

**LICHTMAN**  
**J.L. & S.**  
**LEATHERS**  
**NEWARK, N.J.**  
 Reg. U. S. Pat. Office

**SWAGGER BUK**  
 REG. TRADE MARK

**The Best in**  
**SUEDE LEATHER**

general trend seems to be lower. Some sources say that not over 20¢ can be obtained on any country hides, regardless of weights, while others say that they wouldn't pay more than 19¢. It seems as though the market for 48/50 lb. average allweight 1's and 2's are figured in a range of 18 to 19¢ nominal, f.o.b. shipping points, flat trimmed.

The values for various weights are very hard to define due to the present market condition. Light hides are very hard to find due to the interest shown recently by tanners of upper leather. There are heavy hides around, but tanners do not want these. However, with the picture changing, as far as price is concerned, nothing is moving.

### Country Calfskins

No change in this market. Much depends upon the big packer situation. Tanners are usually not very eager to buy country and city production, but if the supply of calfskins should dwindle to the point where there is not enough in the big packer market, tanners might be forced into giving the country and city material some attention.

Quotations are unchanged for city skins, allweights figured around 35¢ nominal. Country skins are figured around 26¢ nominal.

New York trimmed collector skins are quoted at \$3.50 for 3 to 4's, \$4.25 for 4 to 5's, \$4.75 for 5 to 7's, \$5.25 for 7 to 9's, and \$6.50 for 9 to 12's.

### Country Kipskins

Nothing new in this market. Inactivity in the packer market has prevented much being done in this market. Quotations are unchanged.

City kipskins are figured around 26 to 28¢ nominal, with country production ranging from 22 to 23¢ nominal.

New York trimmed collector kipskins are quoted at \$7.25 for 12 to 17's, and \$8.50 for 17's and up.

### Horsehides

The horsehide market is unchanged. Practically nothing has been done in horsehides recently, many of the tanners anxious to wait and see what

happens to the cattlehide market. Last quotations for trimmed horsehides seem to be good as far as the current market is concerned, hides around 60 lbs. figured in a range of \$8.75 to \$9.00, perhaps slightly higher for the better quality production. Untrimmed hides are quoted around \$9.50 to \$9.75. Horse fronts are in no demand whatsoever, traders claim. Prices around \$6.00 seem to be plenty good. In fact, some doubt that that price could be obtained. Butts are figured around \$3.00 to \$3.25, basis 22 inches and up, f.o.b. shipping points.

### Wool Pelts

Shearlings are quiet, with prices unchanged at \$2.00 to \$2.50 for No. 1's, \$1.70 to \$1.80 for No. 2's, and \$1.30 to \$1.40 for No. 3's. Fall clips continue to figure around \$2.50 to \$3.00 depending upon quality. Lamb pelts are holding in a range of \$2.50 to \$3.00 for natives and \$3.50 for westerns, some variance in prices noted, depending upon quality.

### Pickled Skins

Pickled skins are holding unchanged at \$10.50 per dozen for big packer production. Production is quite limited at the present time.

### Goatskins

There was not much change in this market. Tanners are not reaching out for rawstock, but some traders look for an increased movement of goatskins in the near future.

With a little better tone noted in kid leather markets, increased buying of raw skins may be in the offing. However, there is a difference of opinion between buyers and sellers. European interests continue fairly active in markets of origin.

### East Indies

Ararsitars (1,200 lbs.)	12.00-12.50
Patani	12.00-12.50
Cavspores and Lucknows	Nominal
Mozafferpores	11.50
Dinajpores	13.00
Calcutta kills	15.00-16.00
Coconadas	12.50-13.00
Deccans	12.50-13.00
Kristnas	Nominal

### Chinas

Szechuans	Nominal
Hankows	Nominal

### Africans

Casablanca and Marakesh	Nominal
Algiers	Nominal
Nigerians	1.45-1.50
Mombassas	13.00-14.00
Marakesh	Nominal
West Province (ex. It.)	52
Port Elizabeth (ex. It.)	50

### Mochas

Berberisks (shipment)	14.25
Hobedials (shipment)	8.50
Bati	17.00-17.50
Addis-Ababa	12.50-13.00

### Latin Americas

Mantazas, etc. (flat) f.o.b.	60-63
Oaxcas, f.o.b.	Nominal
Barquismos	52-54
Coros	52-54
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	52
Bogotas	Nominal
Jamicas	1.00
Cartagena	70-71
Santo Domingos	55-58
Brazil (Cereos)	1.35
Pernambucos	1.35
Bahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	Nominal
Paytas	68-69
Peruvians	47-62

## IFINANCIE

### International Shoe Co.

Net sales of the International Shoe Co., St. Louis, for the fiscal year ended Nov. 1948, rose to a new record high of \$219,804,880, a gain of \$6,886,688 over the 1947 totals of \$212,918,192, according to the annual report sent to 11,000 stockholders this week. Net earnings, however, were \$181,820 less than those of last year. Frank C. Rand, chairman, and Byron A. Gray, president, revealed.

Net profit after deductions amounted to \$13,820,197, equal to \$4.06 per share of 3,400,000 common shares outstanding as compared to \$14,002,017 or \$4.11 per share for the previous year. Profits for 1948 represented 4.5 percent of the total value of the firm's products against 4.6 percent in 1947.

During the year, the company pro-

## LEATHER

YESTERDAY—TODAY—ALWAYS!

**IDEARAMABATIE**

**COMPOUNDS AND LIQUID EXTRACTS**

**AMERICAN EXTRACT CO.**

PORT  
ALLEGANY, PA.

duced 54,601,610 pairs of shoes, more than 11 percent of the total number of shoes manufactured in the country. Total value of the products including shoes and materials was set at \$309,674,450 as against \$304,357,684 for the previous year.

"Resumption of seasonal swings in the shoe business, very noticeable in 1948, necessitated somewhat larger inventories for maintenance and improvement of service to customers," the report stated. "The increase in receivables and inventories required some short-term borrowing. Peak borrowing occurred during a period of about 60 days, because of a return to 'fall flattening' in the last half of 1948."

The report added that the company was operating 58 shoe factories at the close of the fiscal year.

#### Craddock-Terry Shoe Corp.

Net income after taxes and reserves of the Craddock-Terry Shoe Corp., Lynchburg, Va., for the fiscal year ended Nov. 27, 1948, totaled \$376,448 compared with \$926,527 in the previous year, Charles G. Craddock, president, told stockholders in the company's annual report. The sum of \$310,996 was charged against current operations when the company decided to reprice its inventories of raw materials and finished shoes at the start of its Fall season in April, 1948.

"While hides and leather are substantially lower today than they were at this period a year ago," Craddock reported, "it is felt that they . . . are still at a high level and \$210,996 is being restored to this reserve to bring it up to \$500,000, leaving a balance of \$476,448 carried to surplus."

The firm president said that labor relations within the firm had been friendly during the past year. Buying is still on a "more conservative basis" than it has been for many years. "Lower priced shoes are called for," he added, "but prices of hides, leather and shoes today are not out of line with those of other commodities and with today's labor and material costs, it is difficult to see how shoes can be made materially cheaper unless all commodities and labor react to a lower plane."

Craddock said that the supply of sales should equal those of 1948. most types of shoes has caught up with the demand and 1949 output and

## DEATHS

#### Alfred J. Laprel

48, owner of the York Heel Co., Biddeford, Me., died suddenly Jan. 2 in Kennebunk. Laprel had been connected with the York Co. for the past 16 years. He leaves his wife, Helen, a daughter, Beatrice; and two grandchildren.

#### George A. Philbrick

85, a former salesman for the Commonwealth Shoe and Leather Co.,

# WANT ADS

#### ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

#### Special Notices

#### Leather for Sale

APPROXIMATELY 4,000 ft. Eastern and Cuban Sharpskin made by Ocean Leather, color brown, natural grain. Price 50¢ per ft.

S. Frechlich Co., Inc.,  
421 Hudson St.,  
New York 14, N. Y.

#### Partner Wanted

OPPORTUNITY FOR man of ability and integrity. Manufacturer of quality leathers seeks partner willing to invest a sizeable amount of capital. Otherwise do not answer ad. References required. Production consists of Elk-Point-Black-Calf-Deer and Retan Leathers. Factory capacity 1,000 sides per day. Present partner retiring. Factory located in Metropolitan New York area. Address A-22, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

#### Offerings Wanted

WHAT HAVE YOU to sell in sole, upper, splits, sheepskins or any type of leather? We will also purchase rubber heels, slabs, soles, shoe findings, etc. Write:

Morris Feldstein & Son, Inc.,  
85 Gold St.,  
New York 7, N. Y.

#### Graining Machine

WANTED: One used nine foot graining machine, either Traud or Baker.

Address A-24,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Situations Wanted

#### Tanner

YOUNG NORWEGIAN TANNER, now in U.S.A., wishes to establish himself permanently. Started in tannery at age of 15, is 4th generation of sole leather tanners. Took special leather course in Leeds University, England. Managed his own tannery in Norway, understands buying of hides and tanning materials. Speaks English fluently, also French, German, Scandinavian languages. Is 29, married, one child. Seeks permanent employment in a factory where there is a possibility for advancement. If interested address A-23, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



Skilled  
artisans in  
contract  
finishing.

**Modern**  
LEATHER & FINISHING COMPANY, Inc.  
PEABODY, MASSACHUSETTS

#### Finishing Department Man

A finishing department man is wanted in a large Eastern side upper leather tannery which has been long established and is noted for high quality production.

Such a man must know how to develop and apply finishes; he must be resourceful with an inventive mind, and adaptable to conditions. He must have a background of experience and a record of proven ability. With these qualifications he may find a lifelong position with lucrative income in an already harmonious organization.

Address A-21, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

## Help Wanted

### Technical Salesman

Large and progressive chemical manufacturer with established reputation in the tanning industry offers unusual sales position.

Practical knowledge of leather manufacture and leather chemistry more important than sales experience. When replying state past experience fully. Address A-25, c/o Leather and Shoes, 29 Vesey St., New York 7, N. Y.

### TANNER

**WANTED: EXPERIENCED TANNER** of elk sides for shoes in modern, medium size Midwest tannery.

Address A-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Campbell Operator

**WANTED: Campbell Operator** to do French edge stitching on fine work, thoroughly capable of keeping his machine in repair and running.

S. Frechlich Co., Inc., 421 Hudson St., New York 14, N. Y.

### Sole Leather Finisher Dry Loft Foreman

**WANTED: A sole leather finisher and dry loft foreman.** Must be able to finish high grade factory and finders bonds. Good salary to the right man. Address A-20, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

- **SPRUCE EXTRACT**
- **POWDERED SUPER SPRUCE**
- **LACTANX**

## ROBESON PROCESS COMPANY

GENERAL OFFICES  
560 Fifth Avenue  
New York, N. Y.

OPERATING PLANT AT  
Erie, Pa.

Whitman, Mass., died recently at his home in Dorchester, Mass. Philbrick retired from active business in 1934 after having been associated with the firm for the past 40 years. He leaves his wife.

### Floyd Bowser

... 62, assistant superintendent of the Acme Boot Co., Clarksville, Tenn., died of a heart ailment in Clarksville on Jan. 20. Bowser was associated with Acme for 17 years and previous to that was foreman of the packing room in the Brown Shoe Co. plant in Murphysboro, Ill. He is survived by his wife, Nora, and one son, Floyd Bowser, Jr. Burial was in St. Louis.

### David M. Higgins

... 55, chief chemical operator at the Grasselli works of E. I. Du Pont de Nemours & Co., Linden, N. J., died Jan. 14 at St. Elizabeth's Hospital after an illness of several weeks. Surviving are his wife, Frances; 11 sons; two daughters; his father, Alexander Higgins; and 22 grandchildren.

### Nathaniel B. Hopkins

... 71, former Haverhill, Mass., shoe manufacturer, died Jan. 12 in Brentwood, N. H., after a short illness. Hopkins was a partner in the former Hopkins and Ellis Shoe Co. until 10 years ago when he moved to Raymond, N. H., and retired. He leaves his son, Nathaniel A.; five sisters, and three brothers.

### John H. Willett

... 84, retired shoe salesman and Lynn shoe manufacturer, died recently at the Glynn Memorial Hospital, Haverhill. He leaves two sons, Harold P. of Swampscott, and John H., Jr., of Wollaston, Mass.

• Atlantic Shoe Co., Chicago, has opened a Boston office at 111 Lincoln St., where David Weinshanker, company sales representative, will cover New England. The firm manufactures shearing slippers and athletic shoes.

• Harold M. Florsheim, president of Florsheim Shoe Co., Chicago, has been elected president of the Chicago chapter of the Quartermaster Assn. Carl B. Adams, Eisendrath Glove Co., was named committee chairman of Leather and Footwear.

• Harold Hancock and Michael J. Kane have been named vice presidents at Morris, Mann & Reilly, Chicago handbag manufacturers. The company has opened a New York office and named Milton M. Feigin as manager.

• A fire which began on the second floor of the Faith Shoe Co., Inc., Wilkes-Barre, recently caused several thousand dollars of damage to the stitching, storage and shipping rooms. The company recently announced plans for a new factory costing \$115,000.

## Index to Advertisers

Amalgamated Leather Cos., Inc.	28
American Extract Co.	32
Blackhawk Tanners	23
Burk Bros.	13
Colonial Tanning Co., Glove Lea. Div.	14
Eberle Tanning Co.	26
England Walton Div., A. C. Lawrence Lea. Co.	3
Gebhardt, A. L., Co.	15
Greenbaum, J., Tanning Co.	2
Hebb Leather Co.	29
Hoffmann-Stafford Tanning Co.	16
Huch Leather Co.	24
Irving Tanning Co.	24
Isaacson-Greenbaum Co.	31
Korn Leather Co.	23
Legallet Tanning Co.	22
Lincoln, L. H., & Son, Inc.	27
McNichol & Taylor, Inc.	29
Modern Lea. & Finishing Co., Inc.	33
Northwestern Leather Co.	Front Cover
Pero & Daniels Co.	Back Cover
Printz Leather Co.	29
Quirin Leather Press Co.	34
Robeson Process Co.	34
Ross, A. H., & Sons Co.	27
Rueping, Fred, Leather Co.	7
Superior Tanning Co.	24
United Shoe Machinery Corp.	11, 30 and 35
Wisconsin Leather Co.	29

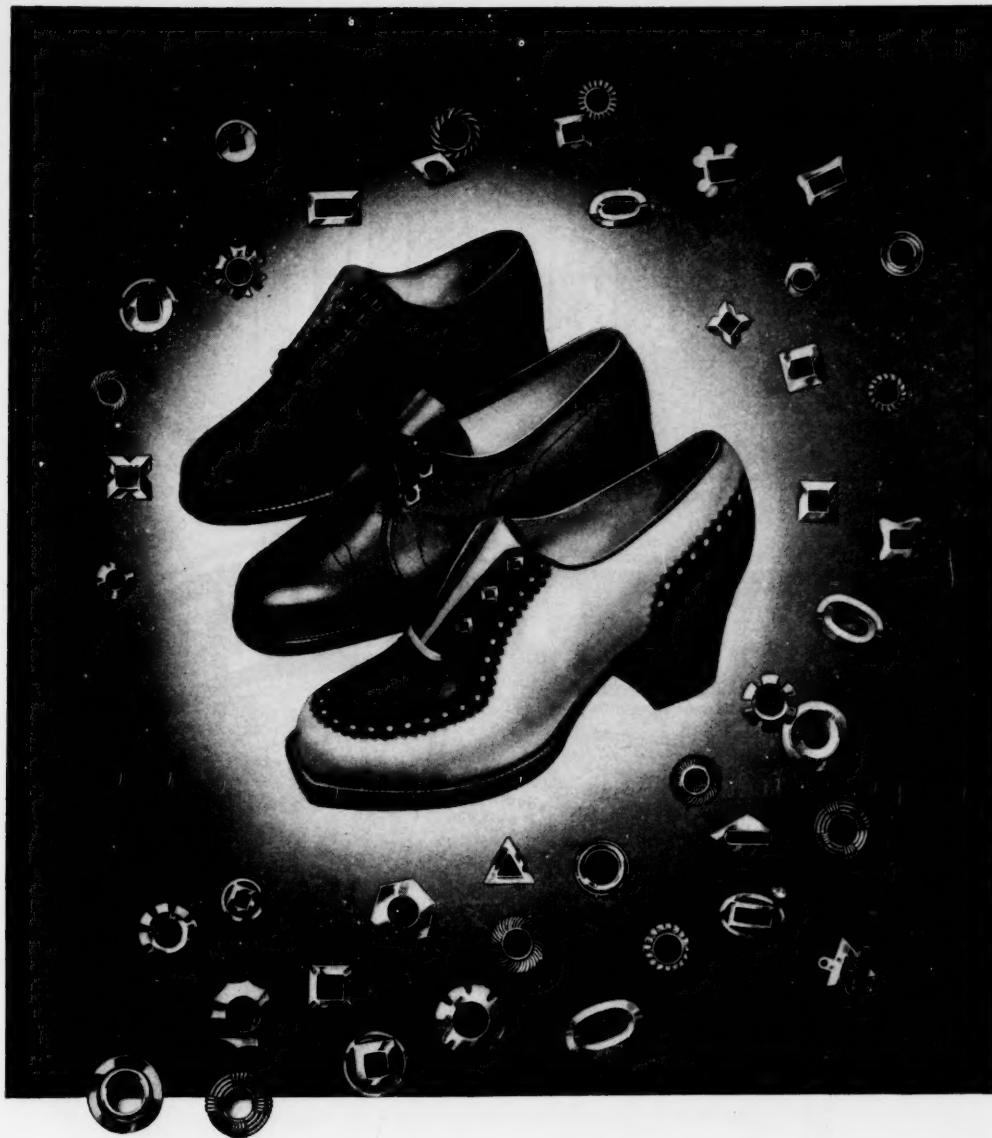


THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

WRINGER Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

**Quirin Leather Press Co.**  
Olean, New York

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in  
**LEATHER and SHOES**



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United Fancy Eyelets can be the "tremendous trifles" that lift a shoe out of the commonplace and provide a smart accessory at *relatively low cost*. Eyelets like these can be the minor change that makes a major difference in appearance . . . and sales.

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**United Shoe Machinery Corporation**  
BOSTON, MASSACHUSETTS

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